How International Monetary Trends Affect Real Estate Values

John Lifflander
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Bruce Woodzell

To state the facts frankly is not to despair the future nor indict the past. The prudent heir takes careful inventory of his legacies and gives a faithful accounting to those whom he owes an obligation of trust.

—John F. Kennedy

Dear IAAO Members,

I start this month’s message with a personal note to the 2011 Executive Board. I’m indebted to each of you for your professional approach to the Executive Board meetings and thank each of you for your service to IAAO and its members.

At the end of our two-day meeting in San Diego in April, one of the board members remarked, “I never realized until this meeting just how difficult but important it is to serve on the Executive Board.” As I have said previously, serving on the Executive Board is an exceptional opportunity, providing each member with the opportunity for exposure to challenging and difficult decisions, as well as a career-building experience.

Here are a few of the items that the Executive Board approved in April:

• Approved a standing Chapter and Affiliate Committee and exposure of a proposed bylaw revision to Section 11.1.16 (the Chapters and Affiliates Committee) to the membership.
• Approved a new membership campaign in May—Join IAAO Now and Get a Webinar Free.
• Approved making available to members a digital edition of Fair & Equitable, beginning with the June issue.
• Approved negotiations between the Education Subcommittee and eLogic (an education vendor) to develop a framework for online courses, and presentation of a plan to the Executive Board in July 2011.
• Approved a $2,500 allocation to the Friends of the Paul V. Corusy Library Trust, to support the Paul V. Corusy Library Trust 2011 Campaign and fully fund the trust.
• Approved funding of up to six scholarships for non-North American observers to attend the 2011 Instructor Training Workshop.
• Approved the purchase of Adobe® Acrobat® Professional Software to make a PDF version of the Executive Board book for use at the July 2011 Executive Board meeting.

As President, it is my duty to bring to the attention of IAAO members a very important board decision:

In accordance with Article IV, Section 6 of the IAAO Constitution and on the information before the Executive Board, a vacancy is declared for the Region 2 Executive Board position, formerly held by Michael Stone, AAS. The term for this position expires December 31, 2012.

The Executive Board extends our sincere gratitude to Mike for his service to IAAO and wishes him continued success in his new career. In accordance with the IAAO Constitution, “the President may appoint any regular member in good standing to fill said vacancy, subject to the approval of the
In Shakespeare’s *Hamlet*, Polonius is considered by some to be a fellow full of platitudes and trite ideas. But his suggestion to Hamlet that he “neither a borrower nor a lender be” would be good advice for governments around the world, considering their current situations. Nevertheless, although lending and borrowing have produced a myriad of international problems, they are only part of the total picture.

To understand how monetary policies of various countries in the world can affect real estate values, this article first considers the evolution of modern currency from an historical perspective. This is followed by a description of the debt load of the United States as well as other countries around the world. Finally, the impact of these factors on real estate values is discussed.

**The Origins of Modern Currency**

The invention of money was a major advancement for civilization. Instead of bartering (trading) for everything, using a common currency made transactions more efficient and easier to complete. One of the earliest historical records for using money was the code of Ur-Nammu, king of Ur of the Chaldees (2050 BC). In this code, as well as in the better-known Code of Hammurabi, which came several hundred years later (1760 BC), the use of money was formalized in civil law (Horne 1915).

The use of metals for currency was most common, but other commodities were also used. However, the difference between these historic currencies and modern currency is that the currency itself had value, or it was guaranteed by the issuer to be convertible to a commodity—it was not simply a token or promise of value. Almost all modern currencies use what is called fiat money, which could be defined as, “money that has no intrinsic value, and is not redeemable for any commodity, but has a declared value by government decree” (author’s definition). In other words, fiat money is money that can float in value and can become valueless under certain circumstances. Normally fiat money is thought of as only paper money, but metals can also be used for fiat money. In recorded history, Rome is a good example of a government that used metal fiat money.

**Roman Fiat Money**

In the first century, the Romans had no paper money, and their most common coin, the denarius, was pure silver. However, in AD 54 Emperor Nero took power and began to reduce the silver content until it was down to about 85 percent by AD 100. Succeeding emperors followed suit, because the practice enriched them personally and also gave the empire more money to spend. The debasement continued, and in AD 218 the denarius was about 43 percent silver; by AD 244 the silver content was down to a measly .05 percent. When Rome collapsed, the denarius reached the final low of .02 percent silver and was considered worthless.

**Chinese Fiat Money**

Historians disagree on the exact time, but sometime during the tenth century paper money was introduced to China in the Song Dynasty. It began as promissory notes issued by private parties but ended up with the government printing and formalizing the currency. The advent of such mass printing was made possible by new printing technology developed in China. About AD 1040, the first known movable type system was created by Bi Sheng and was made out of porcelain. Thus it became practical and economical to print money. The paper money replaced iron coins and was quickly accepted, because it was exchangeable for gold, silver, or silk.
In his book *The Travels*, Marco Polo was impressed with this new system, as it seemed fantastic before it failed:

*The emperor’s mint then is in this same city of Cambaluc, and the way it [money] is wrought is such that you might say he has the secret of alchemy in perfection, and you would be right... The Khan causes every year to be made such a vast quantity of this money, which costs him nothing, that it must equal in amount to all the treasure of the world.* (WorldCent Forum 2009)

Alchemy was known for turning iron into gold, which was impossible. This version was similarly impossible—the turning of paper into gold. By the eleventh century, China was funding a war against the Mongols, and as it ran out of resources to back the money, eventually the paper money was no longer redeemable for these commodities and finally collapsed.

**Germany and War Reparations**

In the Weimar Republic after World War I, Germany was pressured by France and other countries to make war reparations, while at the same time the country was trying to rebuild. Hyperinflation resulted until the German mark became worthless. However, the war reparations could not be paid off with the inflated paper marks; instead, gold marks or foreign currencies were required, so the inflation did not alleviate the debt. But the reparation demands did add to the pressure on the devaluation of the paper marks. Their drop in value, as compared to the U.S. dollar, is shown in table 1; figures 1 and 2 depict this drop graphically.

Evidently, this loss of value in the currency happened very quickly, for a former Harvard law professor who lived through it remembers it this way:

*It was horrible. Horrible! Like lightning it struck. No one was prepared. You cannot imagine the rapidity with which the whole thing happened. The shelves in the grocery stores were empty. You could buy nothing with your paper money.* (Foster 2008)

Hitler reneged on the debt agreement in the Treaty of Versailles when he came into power, but West Germany paid most of it after World War II. There was a provision that if West and East Germany combined again, interest on the money owed would come due, so when they were reunited, more money was owed. The final

<table>
<thead>
<tr>
<th>Date</th>
<th>Value of German Paper Marks</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 1919</td>
<td>12</td>
</tr>
<tr>
<td>November 1921</td>
<td>263</td>
</tr>
<tr>
<td>January 1923</td>
<td>17,000</td>
</tr>
<tr>
<td>August 1923</td>
<td>4.621 million</td>
</tr>
<tr>
<td>October 1923</td>
<td>25.26 billion</td>
</tr>
<tr>
<td>December 1923</td>
<td>4.2 trillion</td>
</tr>
</tbody>
</table>

Source: Jones 2009.
debt was paid off in 2010, 93 years later (TradeSystemGuru.com 2009).

**Modern Currency**

The Germans of the Weimar Republic era had to cancel their worthless Reichbank marks; they replaced them with the Rentenmark, which did not have the same fate. The Rentenmark did not inflate as the former currency had, because it was backed by bonds indexed to the market price of gold. In other words, the value could not float freely. The assurance that a paper currency is backed by such an index, or is in some way convertible to a commodity, is the key to stabilization.

Table 2 shows the vacillation for the U.S. dollar between the gold standard and fiat currency.

Because other currencies are still effectively pegged to the U.S. dollar, it remains the reserve currency of the world. Moreover, oil is purchased in dollars, so when dollars fluctuate, the price of oil for other countries fluctuates with it, since they must purchase their oil in dollars. This places the United States in a unique position compared to every other country in the world, because it has the advantage of being able, to some extent, to issue fiat money internationally.

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**The United States is now the largest debtor nation in the world—not because it directly borrows from other countries, but because they buy its bonds (also known as Treasuries).**

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**United States and International Debt**

The United States is now the largest debtor nation in the world—not because it directly borrows from other countries, but because they buy its bonds (also known as Treasuries). Table 3 shows the reported debt of all nations. Because there are many hidden debts, these published numbers are not the whole story. In the last column the debt is compared to the gross domestic product (GDP), which is normally defined as the market value of all goods and services produced in a country in a given year.

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The debt of Japan is actually a higher ratio than any other country, but it borrows internally from its own people, so it is reported differently. Nevertheless, that debt is becoming a major problem for the Japanese economy, especially since it has suffered recent costly disasters. Japan is also the second-largest holder of U.S. debt, after China. Figure 3 shows the holders of U.S. debt.

However, the recent disasters in Japan, which are estimated to cost about $300 billion, may become a real disaster for the United States as well. As noted in figure 3, Japan is a major buyer of U.S. bonds, and if Japan reduces its bond purchases, the United States will have to find the funding elsewhere. In order to do this, interest rates may need to be increased, because buyers are now concerned that the interest rates on U.S. Treasuries are not keeping up with inflation. China is also concerned that the United States may try to “engineer a stealth default by allowing inflation to creep up” (Evans-Pritchard 2009).

In other words, if the United States allows inflation to increase, the dollar investment of many nations would decline in value. And the more debt the United States gets into, the more likely it is that the value of the dollar will be diminished.

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**The Euro versus the Dollar**

Many economists thought that with the advent of the euro, the dollar would no longer be the reserve currency of the world. When the euro was first introduced, the rate was about $0.70 to 1 euro. Now the rate is about $1.32 to 1 euro, a huge decrease in value for the dollar. Nevertheless, the decrease could have been greater and the euro might be on its way to becoming the world’s new reserve currency if the Europeans had not broken their own rules on the euro. They decided to bail...
### Table 3. List of countries by external debt

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>External Debt (U.S. Dollars)</th>
<th>Date</th>
<th>Per Capita (U.S. Dollars)</th>
<th>% of GDP [5]</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>European Union</td>
<td>13,720,000,000</td>
<td>30 June 2010 [10]</td>
<td>27,382</td>
<td>83%</td>
</tr>
<tr>
<td>3</td>
<td>Germany</td>
<td>4,713,000,000</td>
<td>30 June 2010</td>
<td>57,646</td>
<td>143%</td>
</tr>
<tr>
<td>4</td>
<td>France</td>
<td>4,698,000,000</td>
<td>30 June 2010</td>
<td>74,410</td>
<td>188%</td>
</tr>
<tr>
<td>5</td>
<td>Netherlands</td>
<td>2,344,296,360</td>
<td>3rd qtr 2010 [10]</td>
<td>226,503</td>
<td>34%</td>
</tr>
<tr>
<td>6</td>
<td>Japan</td>
<td>2,246,000,000</td>
<td>30 June 2010</td>
<td>42,714</td>
<td>51%</td>
</tr>
<tr>
<td>7</td>
<td>Norway</td>
<td>2,232,000,000</td>
<td>30 June 2010 [11]</td>
<td>113,174</td>
<td>861%</td>
</tr>
<tr>
<td>8</td>
<td>Italy</td>
<td>2,223,000,000</td>
<td>30 June 2010 est.</td>
<td>39,234</td>
<td>124%</td>
</tr>
<tr>
<td>9</td>
<td>Spain</td>
<td>2,166,000,000</td>
<td>30 June 2010</td>
<td>52,588</td>
<td>157%</td>
</tr>
<tr>
<td>10</td>
<td>Ireland</td>
<td>2,131,000,000</td>
<td>30 June 2010 [12]</td>
<td>515,671</td>
<td>1224%</td>
</tr>
<tr>
<td>11</td>
<td>Luxembourg</td>
<td>1,899,000,000</td>
<td>30 June 2010 [13]</td>
<td>4,028,283</td>
<td>463%</td>
</tr>
<tr>
<td>12</td>
<td>Belgium</td>
<td>1,275,601,020</td>
<td>3rd qtr 2010 [14]</td>
<td>126,188</td>
<td>322%</td>
</tr>
<tr>
<td>13</td>
<td>Switzerland</td>
<td>1,190,000,000</td>
<td>30 June 2010</td>
<td>182,899</td>
<td>364%</td>
</tr>
<tr>
<td>14</td>
<td>Australia</td>
<td>1,169,000,000</td>
<td>31 Dec. est.</td>
<td>42,057</td>
<td>131%</td>
</tr>
<tr>
<td>15</td>
<td>Canada</td>
<td>1,009,000,000</td>
<td>30 June 2010</td>
<td>24,749</td>
<td>75%</td>
</tr>
<tr>
<td>16</td>
<td>Sweden</td>
<td>853,300,000,000</td>
<td>30 June 2010</td>
<td>72,594</td>
<td>241%</td>
</tr>
<tr>
<td>17</td>
<td>Austria</td>
<td>755,000,000,000</td>
<td>30 June 2010</td>
<td>97,411</td>
<td>241%</td>
</tr>
<tr>
<td>18</td>
<td>People’s Republic of China</td>
<td>406,600,000,000</td>
<td>31 Dec. 2010 est.</td>
<td>7,000</td>
<td>4%</td>
</tr>
<tr>
<td>19</td>
<td>Finland</td>
<td>370,800,000,000</td>
<td>30 June 2010</td>
<td>68,180</td>
<td>200%</td>
</tr>
<tr>
<td>20</td>
<td>Korea, South</td>
<td>370,100,000,000</td>
<td>31 Dec. est.</td>
<td>29,842</td>
<td>25%</td>
</tr>
<tr>
<td>21</td>
<td>Brazil</td>
<td>310,800,000,000</td>
<td>31 Dec. est.</td>
<td>1,129</td>
<td>14%</td>
</tr>
<tr>
<td>22</td>
<td>Turkey</td>
<td>270,700,000,000</td>
<td>31 Dec. est.</td>
<td>3,884</td>
<td>45%</td>
</tr>
<tr>
<td>23</td>
<td>Poland</td>
<td>252,900,000,000</td>
<td>31 Dec. est.</td>
<td>5,279</td>
<td>47%</td>
</tr>
<tr>
<td>24</td>
<td>India</td>
<td>237,100,000,000</td>
<td>31 Dec. est.</td>
<td>187</td>
<td>18%</td>
</tr>
<tr>
<td>25</td>
<td>Mexico</td>
<td>212,500,000,000</td>
<td>31 Dec. est.</td>
<td>1,646</td>
<td>20%</td>
</tr>
<tr>
<td>26</td>
<td>Indonesia</td>
<td>155,900,000,000</td>
<td>31 Dec. est.</td>
<td>651</td>
<td>28%</td>
</tr>
<tr>
<td>27</td>
<td>Hungary</td>
<td>134,600,000,000</td>
<td>31 Dec. 2010</td>
<td>11,667</td>
<td>70%</td>
</tr>
<tr>
<td>28</td>
<td>Argentina</td>
<td>128,600,000,000</td>
<td>31 Dec. est.</td>
<td>2,706</td>
<td>35%</td>
</tr>
<tr>
<td>29</td>
<td>United Arab Emirates</td>
<td>122,700,000,000</td>
<td>31 Dec. est.</td>
<td>26,202</td>
<td>56%</td>
</tr>
<tr>
<td>30</td>
<td>Iceland</td>
<td>124,090,000,000</td>
<td>3rd qtr 2010 [16]</td>
<td>10,670</td>
<td>35%</td>
</tr>
<tr>
<td>31</td>
<td>Romania</td>
<td>108,900,000,000</td>
<td>31 Dec. est.</td>
<td>4,459</td>
<td>59%</td>
</tr>
<tr>
<td>32</td>
<td>Bulgaria</td>
<td>97,500,000,000</td>
<td>31 Dec. est.</td>
<td>2,275</td>
<td>90%</td>
</tr>
<tr>
<td>33</td>
<td>Kazakhstan</td>
<td>94,440,000,000</td>
<td>31 Dec. est.</td>
<td>5,987</td>
<td>85%</td>
</tr>
<tr>
<td>34</td>
<td>Republic of China</td>
<td>91,410,000,000</td>
<td>31 Dec. est.</td>
<td>3,452</td>
<td>21%</td>
</tr>
<tr>
<td>35</td>
<td>Israel</td>
<td>89,680,000,000</td>
<td>31 Dec. est.</td>
<td>11,649</td>
<td>43%</td>
</tr>
<tr>
<td>36</td>
<td>Czech Republic</td>
<td>86,790,000,000</td>
<td>31 Dec. est.</td>
<td>7,318</td>
<td>39%</td>
</tr>
<tr>
<td>37</td>
<td>Chile</td>
<td>84,510,000,000</td>
<td>31 Dec. est.</td>
<td>3,586</td>
<td>38%</td>
</tr>
<tr>
<td>38</td>
<td>Saudi Arabia</td>
<td>82,920,000,000</td>
<td>31 Dec. est.</td>
<td>2,839</td>
<td>20%</td>
</tr>
<tr>
<td>39</td>
<td>Thailand</td>
<td>82,500,000,000</td>
<td>31 Dec. est.</td>
<td>990</td>
<td>25%</td>
</tr>
<tr>
<td>40</td>
<td>South Africa</td>
<td>80,520,000,000</td>
<td>30 June 2010</td>
<td>1,497</td>
<td>26%</td>
</tr>
<tr>
<td>41</td>
<td>Qatar</td>
<td>71,306,000,000</td>
<td>31 Dec. est.</td>
<td>51,856</td>
<td>75%</td>
</tr>
<tr>
<td>42</td>
<td>New Zealand</td>
<td>64,330,000,000</td>
<td>31 Dec. est.</td>
<td>13,636</td>
<td>50%</td>
</tr>
<tr>
<td>43</td>
<td>Malaysia</td>
<td>62,620,000,000</td>
<td>31 Dec. est.</td>
<td>1,738</td>
<td>25%</td>
</tr>
</tbody>
</table>

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[1] Population data for 2010 or latest available.
[3] External debt as a percentage of GDP.
[4] Per capita GDP is calculated using the latest available population data.
[6] External debt as a percentage of GDP.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
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<th>Date</th>
<th>Per Capita (U.S. Dollars)</th>
<th>% of GDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>104</td>
<td>Armenia</td>
<td>5,227,000,000</td>
<td>30 June 2010</td>
<td>1,368</td>
<td>51%</td>
</tr>
<tr>
<td>105</td>
<td>Mauritius</td>
<td>5,043,000,000</td>
<td>31 Dec. 2010 est.</td>
<td>3,565</td>
<td>52%</td>
</tr>
<tr>
<td>106</td>
<td>Congo, Republic of the</td>
<td>5,000,000,000</td>
<td>2000 est.</td>
<td>1,722</td>
<td>155%</td>
</tr>
<tr>
<td>107</td>
<td>Turkmenistan</td>
<td>5,000,000,000</td>
<td>2009 est.</td>
<td>934</td>
<td>31%</td>
</tr>
<tr>
<td>108</td>
<td>Mozambique</td>
<td>4,990,000,000</td>
<td>31 Dec. 2010 est.</td>
<td>197</td>
<td>42%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
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<th>Date</th>
<th>Per Capita (U.S. Dollars)</th>
<th>% of GDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>109</td>
<td>Nepal</td>
<td>4,500,000,000</td>
<td>2009</td>
<td>161</td>
<td>36%</td>
</tr>
<tr>
<td>110</td>
<td>Paraguay</td>
<td>4,346,000,000</td>
<td>31 Dec. 2010 est.</td>
<td>513</td>
<td>22%</td>
</tr>
<tr>
<td>111</td>
<td>Cambodia</td>
<td>4,318,000,000</td>
<td>31 Dec. 2010 est.</td>
<td>298</td>
<td>38%</td>
</tr>
<tr>
<td>112</td>
<td>Trinidad and Tobago</td>
<td>4,303,000,000</td>
<td>31 Dec. 2010 est.</td>
<td>1,589</td>
<td>10%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rank</th>
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<th>Date</th>
<th>Per Capita (U.S. Dollars)</th>
<th>% of GDP</th>
</tr>
</thead>
</table>

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out countries that were about to default on their debts, and once that decision was made, confidence in the currency eroded quickly. The problematic countries are Portugal, Ireland, Greece, and Spain. The rules were broken and Greece and Ireland were bailed out, and the process is continuing with Portugal. However, the bailouts were also a reprieve for the value and international position of the dollar. The lack of fiscal discipline of the Eurozone members and their willingness to renegotiate the original agreement under which the euro was coined have investors realizing that the euro has as much inflation potential as the dollar.

How Much Does the United States Really Owe?

In Shakespeare’s Hamlet, Polonius states, “To thine own self be true,” referring to the propensity of people not to face the facts about themselves. It may also be applicable to people who tally the debt for the U.S. Government. During Lyndon Johnson’s presidency, the cost of the Vietnam War was escalating, so some accounting gimmicks were used to hide large increases in the federal deficit. In what was called unified budget accounting, revenue generated from Social Security taxes was included in the general fund without regard to future payouts for Social Security.

In other words, Social Security money was always separated from the general fund because it was not revenue that could be spent but was supposed to be saved for those who paid into it. The government was able to combine it with the general fund because the government uses a cash basis for accounting, which does not take into consideration money owed in the future. Thus, from 1998 to 2001, it was often announced that there was a budget surplus, when in reality there was a serious deficit.

Table 4 shows one analyst’s estimate of the actual debt owed when future debts are included. It appears that the total debt has more than doubled in the last 10 years. According to the U.S. Treasury, the total official debt is $64 trillion, whereas the Williams newsletter estimate is $76.5 trillion. It is interesting that even the official government figures, though less than the alternative figures, are exceedingly high.

Recently, Federal Reserve Chairman Ben Bernanke said the following on CBS’s 60 Minutes:

Well, this fear of inflation, I think, is way overstated. We’ve looked at it very, very carefully. We’ve analyzed it every which way. One myth that’s out there is that what we’re doing is printing money. We’re not printing money. The amount of currency in circulation is not changing. The money supply is not changing in any significant way.
However, also on 60 Minutes, 21 months earlier, when asked if it’s tax money the Fed is spending, Bernanke said,

*It’s not tax money. The banks have accounts with the Fed, much the same way that you have an account in a commercial bank. So, to lend to a bank, we simply use the computer to mark up the size of the account that they have with the Fed. It’s much more akin to printing money than it is to borrowing.*

“You’ve been printing money?” Scott Pelley asked. Bernanke replied,

*Well, effectively, and we need to do that, because our economy is very weak and inflation is very low. When the economy begins to recover, that will be the time that we need to unwind those programs, raise interest rates, reduce the money supply, and make sure that we have a recovery that does not involve inflation.* (James 2010)

Regardless of whether money is increased electronically or as paper money, it still increases the money supply and eventually causes inflation. The United States is also buying its own mortgage-backed securities, because no one else wants to buy them as real estate continues to decline. Of course, no country can continue buying its own debt, because this is also an accounting gimmick. Moreover, the Fed has been flooding the United States with cheap money to avoid a depression, as Mr. Bernanke had promised to do in prior speeches if it was necessary (Lanman 2010).

### But Aren’t We in a Cycle?

We hear a lot about cycles when economists speak. The markets will come back and things will be good again—that could happen if world borrowing was in a cycle. However, there is no cycle because borrowing never goes down significantly with most countries; it may go down a little but not enough to make a difference.

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**Table 4. U.S. Government alternative fiscal deficit and debt**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Formal Cash-Based Ex-SS Etc. Deficit ($Billions)</th>
<th>GAAP With SS Etc. Deficit ($Billions)</th>
<th>GAAP Federal Negative Net Worth ($Trillions)</th>
<th>Gross Federal Debt ($Trillions)</th>
<th>Total Federal Obligations (GAAP) ($Trillions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$1,294.1</td>
<td>$2,080.3</td>
<td>$5.3(3)</td>
<td>$68.9(3)</td>
<td>$13.6</td>
</tr>
<tr>
<td>2009(4)</td>
<td>1,147.1</td>
<td>1,253.7</td>
<td>4.3</td>
<td>63.6</td>
<td>11.9</td>
</tr>
<tr>
<td>2008</td>
<td>454.8</td>
<td>1,009.1</td>
<td>5.1</td>
<td>59.3</td>
<td>10.0</td>
</tr>
<tr>
<td>2007</td>
<td>162.8</td>
<td>275.5</td>
<td>1.2(5)</td>
<td>54.3</td>
<td>9.0</td>
</tr>
<tr>
<td>2006</td>
<td>248.2</td>
<td>449.5</td>
<td>4.6</td>
<td>53.1</td>
<td>8.5</td>
</tr>
<tr>
<td>2005</td>
<td>318.5</td>
<td>760.2</td>
<td>3.5</td>
<td>48.5</td>
<td>7.9</td>
</tr>
<tr>
<td>2004</td>
<td>412.3</td>
<td>615.6</td>
<td>11.0(6)</td>
<td>45.0</td>
<td>7.4</td>
</tr>
<tr>
<td>2003</td>
<td>374.8</td>
<td>667.6</td>
<td>3.0</td>
<td>34.0</td>
<td>6.8</td>
</tr>
<tr>
<td>2002</td>
<td>157.8</td>
<td>364.5</td>
<td>1.5</td>
<td>31.0</td>
<td>6.2</td>
</tr>
</tbody>
</table>

(1) Fiscal year ended September 30th; the numbers are subject to rounding differences. (2) Includes gross federal debt, not just “public” debt. While the non-public debt is debt the government owes to itself for Social Security, etc., the obligations there are counted as “funded” and as such are part of total government obligations. (3) The official reporting includes a large, one-time reduction in the estimated net present value of unfunded Medicare liabilities, due to generally favorable underlying assumptions tied to the passage of healthcare legislation. With consistent accounting, SGS estimates the GAAP shortfall with Social Security and Medicare for 2010 to be roughly $5 trillion. The Alternative numbers here are being used as a placeholder until better accounting estimates are available, and reflect results using the “illustrative alternative scenario” on Medicare costs shown on page 130 of the 2010 report. (4) The 2009 data predate December 2009 guarantees of Fannie Mae and Freddie Mac and do not reflect PBGC or FDIC liabilities. Please note that mid-year accounting redefinitions for TARP knocked off roughly $500 billion from the reported formal cash-based estimate and contributed to a TARP “profit” in the GAAP numbers. (5) On a consistent reporting basis, net of one-time changes in actuarial assumptions and accounting, SGS estimates that the GAAP-based deficit for 2007 topped $4 trillion, with negative net worth of $57.1 trillion and total obligations of $59.8. So as to maintain consistency with the official GAAP statements, the “official” numbers are shown. (6) SGS estimates $3.4 trillion, excluding one-time unfunded setup costs of the Medicare Prescription Drug, Improvement, and Modernization Act of 2003 (enacted December 2003). Again, in order to maintain consistency with the official GAAP statements, the “official” numbers are shown in the table for 2004. The 2010 GAAP statements were released on December 21, 2010: [http://fms.treas.gov/fr/index.html](http://fms.treas.gov/fr/index.html). The initial SGS analysis of same is found in Commentary No. 340.

Historical records show that most nations continue to borrow more and more. England still owes money that it borrowed for the Napoleonic Wars in the early nineteenth century. There may appear to be a cycle in the economy, but if overall debt continues to increase, then problems are bequeathed to coming generations and at some point the bills have to be paid.

Figures 4 and 5 show the increase in debt over the years. Figure 4 is an estimate of total debt up to 2010, before the marked increase occurred. It also shows that that debt has spiraled up with minimal decreases. The data in figure 5 only go to 2005, but show how debt skyrocketed in the 1980s without a major downward trend.

**Hiding Inflation**

*Figure 4. Total American debt versus national income*

The government measures what it calls *core inflation*, which some economists have said is good only for people who don’t drive or eat, because it does not include energy or food in its inflation numbers. Moreover, core inflation has been distorted by the fact that housing prices have declined. This downturn has countered the increase in the cost of commodities. In an IAAO article in 2010, I predicted that commodities would be the first prices to rise (Lifflander 2010). Since that time, silver has jumped from about $15.00 to $47.00 per ounce, gold has increased more than 30 percent, cotton has moved up 156 percent, oil has gone from $74 to $112 per barrel, and many other commodities have markedly increased.

**Hiding Foreclosed Properties**

The U.S. Government does not guarantee the securities issued by Freddie Mac and Fannie Mae, so their debt is not recorded in the national debt figures. These numbers would be significant, but it is beyond the scope of this article to go into the details. However, there is another way these losses are being hidden. New accounting rules are allowing banks to keep on their books distressed loans that in the past would have been written off as bad debts and accounted for. In other words, some banks are holding properties because if the real value of them was revealed, they may no longer have the necessary reserves required by FDIC and they would be shut down. Or, at the least, their profits would look worse and this would affect their stock value (Harrison 2010).

**How Do All These Things Affect Real Estate Values?**

The scenario above affects real estate values in the United States because the value of real estate would probably be lower if all foreclosed properties were put on the market. But on an international scale, many countries find themselves interconnected whether they like it or not.

For instance, China finances the debt of the United States, but the United States is the largest buyer of Chinese products. This reluctant symbiotic relationship means that any change in economic policy by one country will probably have a significant effect on the other. The United States wants the yuan to increase in value so that its goods will sell more easily in China. China wants interest rates to be increased in the United States so it will not lose its investment in dollars to inflation.

If China is able to pressure the United States into raising rates or if
Japan no longer buys U.S. debt because it has to fund rebuilding due to the recent disasters there and rates are increased, home prices in the United States will plummet. With unrest in the Middle East causing oil prices to increase, people with homes on the outskirts of major metropolitan areas are finding that their real estate values are decreasing because of the extra expense of commuting.

With the decision to bail out the deficit-ridden Eurozone countries, the euro will decrease in value, resulting in higher fuel prices and a myriad of other problems that will affect real estate values through Europe.

What Might Be on the Horizon?
The Fed has kept interest rates low, in the hope of preventing the economy from slowing further. However, as previously discussed, rates can be kept low only as long as U.S. Treasuries can be sold. If the market dries up, rates will have to increase to make up for the risk that bond investors must take. These low rates have caused bubbles in many markets and, of course, in real estate markets. Other countries, following the lead of the Fed, have also kept rates low; in many cases this also caused a bubble in prices, and from Dubai to Ireland values are dropping.

However, in spite of the fact that raising interest rates will cause more declines in real estate values, it appears that rates may have to rise eventually in the United States, and probably in other countries as well. Note that most people buy real estate based on the payment amount, not the total cost, and as rates increase, fewer buyers will be able to buy at each price level, resulting in further declines in values. The counteracting effect will be the fact that new construction is down and eventually real estate will be absorbed as populations increase, although that may take many years.

In the United States, many businesses have been built on the sale and servicing of luxury products. Eating at restaurants is a luxury and many are suffering because of the recent financial hardships and increase in unemployment. The old saying, “The taller they are, the harder they fall,” may be appropriate in this economic situation. Moreover, in the United States, hundreds of thousands of mortgages are under water—in other words, the borrowers owe more than the property is worth. Many of these people have good jobs and good credit, but they are planning to default on their homes because of the decrease in value. They have figured that they would rather have a bad mark on their credit report than keep making payments on a home they bought for $450,000 that is now worth $270,000 or $210,000. They believe that prices will not rise to previous levels any time in the near future and have determined that renting is a better choice for the time being.

Because there are so many of these situations, soon there may not be a stigma associated with defaulting. In fact, some creditors are already continuing to extend credit if a real estate default is the only problem with a person’s credit. Other borrowers must default because of lost jobs, businesses that are failing, and other circumstances. Some of these people are self-employed or have lost their jobs and are now living on credit cards, or equity lines, using what they can borrow to extend their livelihood until there is nothing left.

The Fed in the United States may raise interest rates slightly in the coming quarters, and if it does, some commodity prices may burst, because the prices are becoming bubbles with the
availability of cheap funds. For example, investors who purchased silver at $15.00 per ounce and watched it climb to $47.00 could pull their earnings out in a hurry if the price fell quickly, causing a crash. (Note that after this article had been written, in early May the price of silver did crash to $34.00 per ounce.)

In any event, an increase in interest rates will probably be followed by another decrease if things get worse, as long as the Fed is able to keep rates down. However, the pressure for interest rates to rise permanently may eventually be too great to resist, even with all the accounting gimmicks that are being employed to keep them down—and real estate will be a major casualty of any increases. Supply and demand used to be the main economic factor influencing real estate values, but now international and national monetary policies are playing a major role and they should be considered in any projection for real estate valuations.

References


John Lifflander, ASA, has been appraising for more than 32 years and is president of Covenant Consultants, Inc. in Ridgefield, Washington, an appraisal and property tax consulting firm specializing in assessment consulting and litigation for complex valuation issues. He has served in management, as an industrial appraiser, and as an administrative law judge for property tax appeals. Mr. Lifflander teaches courses on various appraisal subjects and is the author of the 2007 IAAO textbook Fundamentals of Industrial Valuation, as well as many other publications. He can be reached at john@liffland.com.
Graphic-breaking events are happening in the IAAO Library, especially for international members. The library has acquired InfoTrac Custom 100 Journals, a periodical literature database that can translate articles from English into 11 languages. The database contains 100 real estate appraisal and public administration periodicals and indexes more than 500,000 articles. All full-text articles can be translated into Arabic, Chinese, French, German, Italian, Japanese, Korean, Polish, Portuguese, Russian, and Spanish.

On the leading edge of research technology, InfoTrac offers the following features:

- ReadSpeaker technology allows users to listen to audio versions of articles or download the MP3 file for listening later.
- Documents can be e-mailed, bookmarked, downloaded, or printed.
- Users can create their own profile; name and save searches; set up journal alerts; and customize their own interface.
- Access is available 24/7 from anywhere.

The interface is visually appealing with a familiar Web-like experience.

Figure 1 is a screen shot showing the retrieval of a full-text article in InfoTrac; figure 2 is a screen shot of the advanced search page. InfoTrac can be accessed from the Library & Resources page of the IAAO Web site and is found on the “Reference Desk” (members only section). A list of the 100 titles and the coverage for each title is available on the InfoTrac page.

In addition to this new resource, the library has begun to enhance the “translation” pages on the Web site by adding materials about the property tax systems of other countries under their own language pages. Users can find links to these pages below the main left-hand menu on every page.

For bilingual users, FirstSearch Journal Database is another database that incorporates limited translation abilities. Unlike InfoTrac, FirstSearch has the ability to translate its searching interface into six languages (Spanish, French, Arabic, Japanese, Korean, and Chinese). This makes it much easier for users to conduct research in their own language. However, FirstSearch cannot translate the articles themselves into other languages, nor does it have ReadSpeaker capability allowing the user to listen to an audio version.

The library’s theme for this year is “Power to the User.” IAAO has bilingual members both domestically and internationally, so this year, the library will help fill the gap for users who experience language barriers in using its resources. The library Web address is www.iaao.org/library, and the librarian can be reached by e-mail, at library@iaao.org, or by phone, at 800/616-IAAO ext. 8117.
Election Calendar
2011
July 1—Candidate questionnaires must be completed and returned to the Executive Director for distribution to the Nominating Committee.

Candidate profile information and photographs must be submitted to Executive Director for inclusion with the official ballots.

Prior to August 1—Nominating Committee Meeting is held to plan for any needed candidate interviews.

Prior to September 18—Nominating Committee conducts any needed candidates interviews via telephone.

September 21—Slate of candidates is posted at headquarters office by the close of the annual conference.

September 26—Individuals wishing to be nominated by petition must submit completed petitions to the Executive Director within five (5) days of the end of annual conference.

November 1 through November 30—Elections in progress.

Ballots and accompanying materials available to IAAO members.

December 15—Tabulator certifies election results to Executive Director.

December 31—Candidates wishing to challenge election results must file an election challenge with the Executive Director.

2012
January 15—Election campaign reports must be filed with the Executive Director.

After December 31—Election results shall be certified at the first Executive Board Meeting following the December 31 challenge deadline or the first meeting after any challenge is resolved.

The vote to destroy ballots occurs.

Becoming an IAAO Board Member
IAAO Executive Board members are elected by IAAO members. Candidates are elected for three-year terms. IAAO Executive Board candidates must be prepared to meet at least four times per year (at IAAO expense), in various locations. To be considered for nomination, you must declare your interest to IAAO Headquarters. Call 816-701-8100 to receive a candidate information packet.

The Nominating Committee is chaired by the Immediate Past-President of IAAO. The committee prefers to consider candidates who have been a Chapter officer, IAAO Representative, committee chair, or all three. If you have other experience that demonstrates maturity, competence, and a willingness to make decisions for the benefit of your profession, then you should consider becoming a candidate for the IAAO Executive Board. The prerequisite requirements for candidacy are provided in the candidate information packet. Once the election slate is selected, IAAO conducts a balloting process with the voting membership. Regular members vote for regular board positions and associate members vote for the associate member position on the ballot. For the 2012 election, there will not be an Associate Member candidate position on the ballot. Candidates may use IAAO resources to promote their candidacy, by sending broadcast e-mail messages through the IAAO service. Most promotions and mailings must be done at the candidate’s expense. Special pricing is available to all candidates for select promotions. This information is covered in your candidate information packet.

Becoming an IAAO Officer
To become eligible for nomination as an IAAO officer, you must notify the IAAO Nominating Committee or IAAO Headquarters that you are interested in becoming an officer. In addition, candidates must have served previously on the Executive Board and their term on the board must have expired at least one year prior to the term of the officer position. There are four (4) officer positions at IAAO—President, President-Elect, Vice-President, and Immediate Past-President. Each position is limited to a one-year term. The IAAO Executive Director serves as the Secretary/Treasurer for the organization.

The President-Elect and the Vice-President are elected by IAAO members who are eligible to vote. The President-Elect automatically succeeds to the office of President when his/her President-Elect term ends.

To be considered as a candidate for an IAAO Officer position, you must declare your interest to IAAO Headquarters. Call 816-701-8100 to request a candidate information packet.

Officers normally serve one-year terms in consecutive years (i.e. Vice-President, President-Elect, President, and Past-President), requiring a four-year commitment. The officer positions require a large investment of time and officers are required to attend all Executive Board meetings, the IAAO annual meeting, and various other meetings. They may also be called upon to act as spokespersons for the association.

What’s Next?
If you would like to be considered for candidacy, then contact pastpresident@iaao.org and find out more about pursuing the pathway to professional excellence.

Voting Regions
Board members are elected from three regions. The regions are identified as Region 1, Region 2, and Region 3. Breakdown of representation by region is as follows:

Region 1
Alaska, Arizona, California, Colorado, Hawaii, Idaho, Iowa, Kansas, Minnesota, Missouri, Montana, Nebraska, Nevada, New Mexico, North Dakota, Oklahoma, Oregon, South Dakota, Texas, Utah, Washington, Wyoming, Alberta, British Columbia, Manitoba, Saskatchewan, Australia, Guam, Hong Kong, Japan, Mexico, New Zealand, Philippines, Thailand

Region 2
Connecticut, Delaware, District of Columbia, Illinois, Indiana, Maine, Maryland, Massachusetts, Michigan, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Vermont, West Virginia, Wisconsin, New Brunswick, Newfoundland, Nova Scotia, Ontario, Prince Edward, Quebec, Great Britain, Iceland, Ireland, Netherlands, Russia, Slovenia, South Africa

Region 3
Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, Anguilla, Barbados, Grenada, Puerto Rico, Virgin Islands

Contact Information
Contact Bill Carroll at pastpresident@iaao.org if you would like to be considered for candidacy and pursue the pathway to professional excellence!
Sale Restrictions

If a privately held property can be sold only with government approval, what impact does that restriction have on the property’s value under a fee simple valuation standard?

The State Administrative Tribunal of Western Australia was faced with this novel question in a recent valuation appeal involving the site of the radio transmission towers serving Perth and the surrounding areas. The land had been under private ownership since 1999 when the national government privatized its radio and television transmission network. The enabling legislation required that the company obtain approval from a government minister before any sale of a transmission property or a property that replaced an original site. The Australian Broadcasting Company as well as other national and local television and radio broadcasters lease the tower capacity, and the government wanted to ensure that any subsequent transfers of ownership would not jeopardize broadcast services.

Under Western Australia’s land valuation act, the ownership standard of “an estate in fee simple in the land” is a legal construct used for valuation purposes. The concept describes the pure unencumbered title which constitutes ownership in the eyes of the law. It is separate and distinct from the title conveyed to an owner in a sale. To arrive at a value, the valuer first determines if any restrictions apply to the legal title. These restrictions are required to be of “general application” and typically include such items as land use designations in a local government planning scheme. Next, the potential highest and best use of the property is established. Anticipated costs for bringing the property to that use, for example, the need to set aside land for conservation easements or the opportunity costs during the time required for planning approvals, are estimated. These elements are all taken into consideration when arriving at the land value, which is the estimated price that the legal title—or the estate in fee simple in the land—might obtain upon sale.

The question for the tribunal was whether the pre-approval requirement constituted a law of general application that restricts the estate of fee simple in the land (which would be relevant to the valuation) or a restriction specifically on the owner’s title (which would not). The answer would determine the direction of the subsequent valuation. To start, if the restriction impacted the legal title, the highest and best use would be broadcasting; if it applied only to the owner’s title, the highest and best use would be residential. If the highest and best use was broadcasting, then the income approach should be applied; if it was residential, then the market approach was more appropriate.

The tribunal ruled that although the pre-approval requirement was the result of a Commonwealth statute, it could not be considered a restriction of general application. The restriction applied only to properties that held transmission towers, not to all properties in the vicinity. That this restriction was a function of the owner’s title was reinforced, the tribunal said, by the fact that the requirement not only applied to the original tower locations but also to any properties that had been acquired to replace the original transmission sites.

(Broadcast Australia Pty Ltd and Valuer General, [2011] WASAT 58 (13 April 2011), available from http://www.austlii.edu.au/)

Tax Caps and Liability for School Indebtedness

Taxpayers in a recently consolidated school district must all share the property tax burden of repaying existing bond obligations according to an opinion letter issued by the California attorney general. Of the four districts comprising the new school district, three had outstanding indebtedness while the fourth did not. The new levy on certain district members also did not violate the tax increase limit or the voter approval requirement of Proposition 13, the attorney general said.

The state’s Education Code specifies that a newly merged school district “is liable for the outstanding bond indebtedness” of each participating district. If only those taxpayers within the issuing districts were required to pay, it would render the statutory directive that districts reapportion their liabilities “hollow and nugatory,” the attorney general stated. In addition, requiring repayment by all taxpayers upholds the common law principle that those who share the benefits must also share the costs, the attorney general said. In California, general obligation bonds typically are used to finance school construction.

School bonds constitute one of the few exceptions to the one percent limit on ad valorem taxes required by Proposition 13, the attorney general continued. To qualify for the exception, the constitution only requires that the measure must have received voter approval. The passage “is silent,” the attorney general noted, on whether additional approval is needed from those who are expected to assume a portion of a debt. Had the drafters of the constitutional provisions thought such a mandate was necessary, the attorney general said, they could have included the appropriate language.

(Office of the Attorney General, Opinion no. 09-305, December 20, 2010)
Plenary

Wednesday, Sept. 21, 8:00–9:30 am
Mortgage Fraud In Arizona: Schemes, Prosecutions and Trends
Assistant U.S. Attorney, Kevin Rapp, Esq., Department of Justice
Special Agent Sabrina Hemphill, CFE, CPA, Federal Bureau of Investigation

Plenary speakers will discuss the increase in mortgage fraud in Arizona during the real estate bubble between 2005–2007. They will discuss what initiatives were employed to investigate and prosecute these cases since 2008. Their presentation will highlight the outcome of prosecutions in Arizona and nationally. Lastly, they will discuss the current trends in mortgage fraud in light of the tightening of the credit markets.

Commercial Property Appraisal

Presentations address a variety of property valuation issues facing assessors today. This track will assist your jurisdiction in the valuation of commercial properties.

Monday, Sept. 19, 10:30–11:30 am
Landfill Expansion Announcement—Adjacent Property Valuation Issues
Miles Anderson, MAI, SRA, Anderson Appraisal, LLC

Monday, Sept. 19, 1:00–2:30 pm
Improve Hotel, Resort, and Casino Assessment
Grant Olson, CHA, MPS, North American Hotel Assessment Advisors
Russell Reynolds, MAI, AACI, International Hotel Appraisers, Inc.

Monday, Sept. 19, 3:00–4:30 pm
Understanding the Key Elements of Sustainable Construction
Charlie Popeck, MBA, Green Ideas Sustainability Consultants

Tuesday, Sept. 20, 10:00–11:30 am
Commercialization of Natural Recourses
Jason Bass, CFA, MSC, Resort Advisory Group
Roberts S. Livsey, Esq., Helm & Kyle, Ltd.

Tuesday, Sept. 20, 1:00–2:30 pm
Regional Mall Valuation Issues for Assessment Purposes
Peter F. Korpacz, MAI, CRE, FRICS, Korpacz Reality Advisors
Mark T. Kenney, MAI, SRPA, MRICS, American Valuation Group, Inc.

Residential Appraisal Issues

Presentations cover current market trends involving the distressed real estate market, statistical data to predict supportable values, innovative methods to estimate effective age, and the stigma of landfills near residential areas.

Monday, Sept. 19, 10:30–11:30 am
Residential Valuation in a Distressed Market
John F. Thompson, Jr., MS, Tyler Technologies, Inc.
Anthony Sackey Kweku, MA, Jackson County, MO

Monday, Sept. 19, 1:00–2:30 pm
The Foreclosure Problem is Not Going Away—Addressing the Issue of Distressed Sales in a Revaluation Cycle
Richard A. Borst, PhD, Tyler Technologies, Inc.
John F. Thompson, Jr., MS, Tyler Technologies, Inc.

Monday, Sept. 19, 3:00–4:30 pm
Sun City—Active Adult Community

Tuesday, Sept. 20, 10:00–11:30 am
21st Century Real Estate: The Age of Derivatives
Roger Staiger, MBA, MAIT, MSF, Stage Capital, LLC

Tuesday, Sept. 20, 1:00–2:30 pm
Interactive Valuation Products: The Battle Between Authenticity and Pseudo-Valuation
Mark R. Linné, MAI, MAI, CRE, CFA, FRICS, Bradford Technologies/AppraisalWorld

Tuesday, Sept. 20, 3:00–4:30 pm
Measuring the Negative Influence of Foreclosure-Related Sales
Patrick M. O’Connor, ASA, O’Connor Consulting, Inc.
William Wadsworth, Radiant Software, Inc.

Wednesday, Sept. 21, 10:00–11:30 am
Justifying Effective Age
Al Gaines, SREA, SRA, Fifth Avenue Creations

Wednesday, Sept. 21, 1:30–3:00 pm
Joint Research Project Proposal on Prioritizing Inspection Area Priorities between Municipal Property Assessment Corporation & British Columbia Assessment Authority
Michael Lomax, R.I., D.U.L.E., British Columbia Assessment Authority
Brian Guerin, MIMA, Municipal Property Assessment Corporation

Wednesday, Sept. 21, 1:00–2:30 pm
The Valuation of Mineral Properties Using the Cost Approach's Role in Dealing with Commercial/Personal Property Appraisal Issues
Edward Martinez, CDEI, Marshall & Swift
Norrine Brydon, Marshall & Swift
Crispin Bennett, First Citizens Bank

Monday, Sept. 19, 10:00–11:30 am
Landfill Expansion Announcement—Adjacent Property Valuation Issues
Miles Anderson, CAE, SRA, Anderson Appraisal, LLC

Monday, Sept. 19, 3:00–4:30 pm
Challenges in Appraising Pipelines
Robert T. Lehn, M.Ch.E., P.E., RPA, Pickett & Co.
Tony Bell, RPA, Pickett & Co.

Tuesday, Sept. 20, 10:00–11:30 am
The Valuation of Mineral Properties Using the Capitalization of Royalty Income
Bradley D. Ross, CPA, Ross Consulting
Donald E. Ross, ASA, RPA, Ross Consulting

Tuesday, Sept. 20, 1:00–2:30 pm
Issues Involving the Valuation of Wind Farms
Tony Bell, RPA, Pickett & Co.
Tom Flowers, Florida Power & Light
Michael J. Diedrich, AUS Consultants

Tuesday, Sept. 20, 3:00–4:30 pm
Zoning, Development Rights and Commercial Land Valuation
Andrew Johnson, MPA, Cambridge, MA

Wednesday, Sept. 21, 10:00–11:30 am
Business Attraction through Personal Property Tax Reductions in Arizona
Valerie Courtright, State of Arizona

Tuesday, Sept. 20, 3:00–4:30 pm
ASSESSING IN TODAY'S MARKET
Mass Appraisal in a Down Market
Uwe Hofhoff, Maricopa County, AZ

Market Value: “Working Without a Net”
Jack Pasternacki, CAE, ASA, Smith, Gendler, Shiel, Sheff, Ford & Matter

Wednesday, Sept. 21, 10:00–11:30 am
Fraud in the Data World
Andrew D. Dorchester, FRICS, Cushman & Wakefield, Inc.
James T. McClave, PhD, Info Tech, Inc.

Wednesday, Sept. 21, 1:30–3:00 pm
Stochastic Analysis Applied to Ad Valorem Appraisal of Real Property
Anthony Liu, M.S.M.E., P.E., Los Angeles County, CA

Personal Property Appraisal

Personal Property appraisal topics are addressed in this track. Sessions will cover a variety of topics from wind farms to pipelines to automated personal property filings.

Monday, Sept. 19, 10:30–11:30 am
It's Not Personal, it's Real Estate
Scott D. Johnson, ICA, Vanguard Appraisals, Inc.

Monday, Sept. 19, 1:00–2:30 pm
The Cost Approach's Role in Dealing with Commercial/Personal Property Appraisal Issues
Edward Martinez, CDEI, Marshall & Swift
Norrine Brydon, Marshall & Swift
Crispin Bennett, First Citizens Bank

Monday, Sept. 19, 3:00–4:30 pm
Challenges in Appraising Pipelines
Robert T. Lehn, M.Ch.E., P.E., RPA, Pickett & Co.
Tony Bell, RPA, Pickett & Co.

Tuesday, Sept. 20, 10:00–11:30 am
The Valuation of Mineral Properties Using the Capitalization of Royalty Income
Bradley D. Ross, CPA, Ross Consulting
Donald E. Ross, ASA, RPA, Ross Consulting

Tuesday, Sept. 20, 1:00–2:30 pm
Issues Involving the Valuation of Wind Farms
Tony Bell, RPA, Pickett & Co.
Tom Flowers, Florida Power & Light
Michael J. Diedrich, AUS Consultants

Tuesday, Sept. 20, 3:00–4:30 pm
Zoning, Development Rights and Commercial Land Valuation
Andrew Johnson, MPA, Cambridge, MA

Wednesday, Sept. 21, 10:00–11:30 am
Business Attraction through Personal Property Tax Reductions in Arizona
Valerie Courtright, State of Arizona

Wednesday, Sept. 21, 1:30–3:00 pm
21st Century Technology: Automating the Tax Office
Jim Turner, Jr., CPA, CVA, Turner Business Appraisals
Jim Wofford, DMG, Patterson Pope
Bobby Davis, CoreTechs, Inc.
**Monday, Sept. 19, 10:30–11:30 am**

*Forestland Valuation Concepts for Property Tax Purposes*
Rod Brevig, CF, FCA, State of Idaho

**Monday, Sept. 19, 1:00–2:30 pm**

*LINCOLN INSTITUTE OF LAND POLICY: PRESERVING THE PROPERTY TAX BASE PART 1—PILOTS: PAYMENT IN LIEU OF TAXES BY NONPROFITS*

**Introduction:** Jane H. Malme, Esq., Lincoln Institute of Land Policy

*The Current Use of Payments in Lieu of Taxes by Nonprofits*
Daphne A. Kenyon, PhD, Lincoln Institute of Land Policy and A.A. Kenyon & Associates

*Best Practices for Negotiating Payments in Lieu of Taxes*
Adam H. Langley, Lincoln Institute of Land Policy

**Monday, Sept. 19, 3:00–4:30 pm**

*LINCOLN INSTITUTE OF LAND POLICY: PRESERVING THE PROPERTY TAX BASE PART 2—PILOTS: PAYMENT IN LIEU OF TAXES BY NONPROFITS*

**Assessing Use-Value Assessment of Rural Land**
Richard W. England, PhD, Lincoln Institute of Land Policy and University of New Hampshire

**The Effect of Appeals on Assessment Ratio and University of New Hampshire**
D. Daniel P. McMillen, PhD, University of Illinois

**Distributions: Non-parametric Approaches**

**Wednesday, Sept. 21, 1:30–3:00 pm**

*LAND TRUSTS AND FUNDING ISSUES: WHAT TO DO?*

**Valuation of Land Trust Property in the State of New York**
David West, Student, Cornell University

**IAAO Research Committee**

**Measuring the Stability of the Three Legged Stool for Funding State and Local Government in Times of Financial Crisis**
August Dettbarn, RMA, Douglas County, KS

**Shawn T. Ordway, State of Missouri**
Ronald Rakow, Boston, MA

**Ken Uhrich, State of Wyoming**

**Wednesday, Sept. 21, 10:00–11:30 am**

*GIS AS AN INSPECTION TOOL*

**Parcel Inspections Using GIS and Aerial Photography**
Kenneth M. Wilkinson, CFA, Lee County, FL

**Enhanced Data Visualization through Simplified Live GIS/CAMA Integration**
Douglas Gennetten, CCI

**Wednesday, Sept. 21, 1:30–3:00 pm**

*CAMA/GIS on the Web*
Melissa Crane, PKM, RMA, State of Kansas
Ken Nelson, University of Kansas

**Personal Development**

**Tuesday, Sept. 20, 10:00–11:30 am**

*The Economy and Challenges in a Declining Market for Assessment Administrators*

**Appraisal Inspections in a Declining Market**
John Petoskey, Union County, NC

**William Wilkes, State of North Carolina**
Kellianne Nagy, CAE, Time Warner Cable

**Tuesday, Sept. 20, 1:00–2:30 pm**

*UPDATE ON NON-PROFITS*

**Property Taxes on Nonprofit Organizations: Results of a Multistate Survey**
Calvin A. Kent, PhD, Marshall University

**Tax Exemptions for Nonprofit Properties: What is a Charitable Use?**
Sherri L. Johnson, Esq., Johnson Legal of Florida, P.L.

**Tuesday, Sept. 20, 3:00–4:30 pm**

*Keeping Your Critique Compliant*
Kathleen L. Joyner, RES, AAS, University of North Carolina

**Wednesday, Sept. 21, 10:00–11:30 am**

*The Good, Bad, and Ugly of Assessment Practices and Property Tax Policies—The Final Showdown!*
Alan S. Doroff, AAS, State of Idaho

**Steve Van Sant, State of Alaska**

**Wednesday, Sept. 21, 1:30–3:00 pm**

*IAAO Demonstration Appraisal Writing/Grader’s Workshop Part 2*
Randy Ripperger, CAE, Polk County, IA

**Wednesday, Sept. 21, 10:00–11:30 am**

*Tech 2.0 @ Maricopa County, AZ*
Timothy Bancoskey, Maricopa County, AZ

**Monday, Sept. 19, 10:30–11:30 am**

*Is Your Web Site Working For You? Creating a Two-Way Street with Your Customers.*

**Michael Prestridge, CCC, CFE, Orange County, FL**

**Monday, Sept. 19, 1:00–2:30 pm**

*Survey of Appraisal Technology and Inspection*

**Douglas Gennetten, CCI**

**Monday, Sept. 19, 3:00–4:30 pm**

*GIS is Changing Fast. Creative Utilization of Technology is the Focus of this Track, which includes discussions on development, selection, and implementation of the latest technology tools.*

**Wednesday, Sept. 21, 1:30–3:00 pm**

*IAAO Demonstration Appraisal Writing/Grader’s Workshop Part 1*
Randy Ripperger, CAE, Polk County, IA

**Wednesday, Sept. 21, 10:00–11:30 am**

* Parcel Inspections Using GIS and Aerial Photography*
Kenneth M. Wilkinson, CFA, Lee County, FL

**Enhanced Data Visualization through Simplified Live GIS/CAMA Integration**
Douglas Gennetten, CCI

**Wednesday, Sept. 21, 1:30–3:00 pm**

*CAMA/GIS on the Web*
Melissa Crane, PKM, RMA, State of Kansas
Ken Nelson, University of Kansas

**Monday, Sept. 19, 10:00–11:30 am**

*GIS 101 for Assessors*
Brent Jones, PE, PLS, Esri

**Monday, Sept. 19, 1:00–2:30 pm**

*Social Media and Your Jurisdiction: What You Need to Know*

**Wade Patterson, Garfield County, OK**

**Manuel Gallegos, Los Angeles County, CA**

**Rebecca Malmquist, CAE, Minnetonka, MN**

**Chris Bennett, IAAO**

**Monday, Sept. 19, 3:00–4:30 pm**

*I Can’t Do That! Wait, Yes I Can!*

**Rick Stuart, CAE, TEAM Consulting**

**Tuesday, Sept. 20, 10:00–11:30 am**

*Understanding the Mechanics of Testifying in a Formal Appeal: Direct, Cross, Redirect and Recross Examination*

**Gregory J. Lefakis, Esq., CAE, Verros, Lefakis, & Berkire PC**

**Ellen Berkire, Esq., Verros, Lefakis, & Berkire PC**

**Tuesday, Sept. 20, 1:00–2:30 pm**

*Best Practices for Technology Procurement*
Osvaldo Morales, LPS-True Automation

**Tuesday, Sept. 20, 3:00–4:30 pm**

*Incorporating Ethics Across the Organization*

**Tina Morton, RTA, CTA, CTP, Travis County, TX**

**Tiffany Seward, Travis County, TX**

**Wednesday, Sept. 21, 10:00–11:30 am**

*IAAO Demonstration Appraisal Writing/Grader’s Workshop Part 1*
Randy Ripperger, CAE, Polk County, IA
Tracks/Sessions Overview

**Management**
Every day you deal with challenges in your offices from people to finances to technology. Sessions will assist you in improving the atmosphere of your office and business processes.

**Monday, Sept. 19, 10:30–11:30 am**
Revaluation and Demographics: The Normal, Boom and Bust
T. Dwane Brinson, CAE, MBA, Lee County, NC
Kenneth L. Joyner, RES, AAS, University of North Carolina

**Monday, Sept. 19, 1:00–2:30 pm**
How to Find Delinquent Taxpayers
Kimberly H. Simpson, NCCIC, CNCA, Durham County, NC
Neal Dixon, CTC, Mckenna County, NC
Tina Morton, RTA, CTA, CTP, Travis County, TX

**Monday, Sept. 19, 3:00–4:30 pm**
The View from Both Sides...Contingency Fees...the Good, the Bad, the Ugly
Kellianne M. Nagy, CAE, Time Warner Cable
David J. Chitlik, CAE, Marriott International, Inc
Mark Perry, CAE, Masco Corporation
Garrett Alexander, Mckenna County, NC

**Tuesday, Sept. 20, 10:00–11:30 am**
The Paperless Appeal Period
Brian E. Goodman, AAS, MBA, Hampton, VA

**Tuesday, Sept. 20, 1:00–2:30 pm**
CAMA SYSTEMS IN THE REAL WORLD
So, You’re Buying a CAMA System...What About Your Users?
Susan Gullette, State of Tennessee
State of Maryland CAMA Roll Out: Around the State in 60 Days
Charly Colatruaglia, CAE, Manatron, Inc.
John Humphries, State of Maryland

**Tuesday, Sept. 20, 3:00–4:30 pm**
Glasgow Applications Supporting State Assessment Administration
Ed Crane, Esri
Melissa Crane, PKM, RMA, State of Kansas
Robert McGee, State of Arkansas

**Wednesday, Sept. 21, 10:00–11:30 am**
Organizational Trust
Richard Petree, RPA, Taylor County, TX

**Wednesday, Sept. 21, 1:30–3:00 pm**
The Role of Addresses in the Assessor’s Office—Issues, Challenges, and Solutions
Bill Campbell, MS, GISF, Farragut
Mike Wierzbinski, GISF, Farragut

**IAAO — Spanning the Globe**
This track provides attendees with information about the issues and projects facing IAAO, locally, nationally and internationally.

**Monday, Sept. 19, 10:30–11:30 am**
An Insight into the Property Market in Spain: The Perspective of a Local Tax Agency
José Lopez Garrido, SUMA, Spain

**Monday, Sept. 19, 1:00–2:30 pm**
An International Perspective—Property Taxation the Australian Way
Greg Stevens, Melbourne, Fellow, Australian Property Tax Institute, Australia

**Monday, Sept. 19, 3:00–4:30 pm**
Where in the World is IAAO?
International Special Committee Report
José Lopez Garrido, SUMA, Spain
Report Property Taxes Around the World
Richard Almy, Almy, Gloudemans, Jacobs, & Denne

**Other Conference Information**

**Sunday, September 18**
**GOLF TOURNAMENT**
Devil’s Claw is home to the 2011 IAAO Golf Tournament. It is one of two courses at the Whirlwind Golf Club in Chandler, Arizona. Draped over 242 acres of desert landscape, the course reflects the pristine beauty of the mountainous desert terrain. Affording spectacular views of the surrounding Sierra Estrella Mountains, Devil’s Claw impresses and challenges golfers of all skill levels. Transportation departs from the Sheraton Phoenix Downtown Hotel at 6:30 a.m. and returns to the hotel by 2:30 p.m. Start time is 8:00 a.m.

**WELCOME RECEPTION—CHASE FIELD**
Build it and they will come! Join us for an unforgettable networking reception at Chase Field in downtown Phoenix, just a few blocks from the hotel. Chase Field opened in the Spring of 1998, built as a multipurpose facility to house Arizona’s first Major League Baseball team, the Arizona Diamondbacks. The Ballpark covers approximately 1,300,000 square feet, including the playing surface. You won’t want to miss this once-in-a-lifetime event.

**SEDONA, ARIZONA TOUR**
Enjoy many beautiful sites including Oak Creek & Red Rocks. Visit the boutiques, art galleries and the Talquepaque Arts & Crafts Village where there is superb pottery, elegant glass, clothing art and sculpture. This tour is from 7:00 a.m.—4:00 p.m.

**VALLEY OF THE SUN TOUR**
This tour will include Scottsdale, Tempe, and the Phoenix downtown area. This tour is from 8:00 a.m.—3:00 p.m.

**Tuesday, September 20**
**EXHIBIT HALL**
Visit the exhibit hall on Tuesday for the Attendee Appreciation Lunch and to finalize contacts with exhibiting companies. Be sure to participate in the annual Booth Bingo networking and be entered into a random drawing for prizes.

**Tuesday, Sept. 20, 10:00–11:30 am**
Change Management—Non-Residential CAMA Valuations
Ian Smoothery, Senior Valuer, S.A., Inst. of Valuers, eValuations, South Africa

**Tuesday, Sept. 20, 1:00–2:30 pm**
Turning Back the Clock—Not Good!
Debbie Pratt, Consultant
Ian Smoothery, Senior Valuer, S.A., Inst. of Valuers, eValuations, South Africa
Richard Ward, PhD, CAE, CAMA Consultant

**Tuesday, Sept. 20, 3:00–4:30 pm**
2011 Ratio Study Survey: Preliminary Results and Standard on Verification and Adjustment of Sales
Alan Dornfest, AAS, State of Idaho
Mary Reavey, Milwaukee, WI
Douglas P. Warr, AAS, Oklahoma State University
Robert J. Gloudemans, Almy, Gloudemans, Jacobs, & Denne
Dennis Deegear, Duff & Phelps
Bill Marchand, Norfolk, VA

**Wednesday, Sept. 21, 10:00–11:30 am**
Spotlight on Chapters and Affiliates
Bruce M. Woodzell, IAAO President
Debbie Ashbury, State of Arkansas, IAAO President Elect
Rob Turner, Hillsborough County, FL, IAAO Vice President
Bill Carroll, IAAO Immediate Past President

**Wednesday, Sept. 21, 1:30–3:00 pm**
How to be in Two Places at Once—Mailing Addresses in Nova Scotia and Australia
Joe McEvoy, Property Valuation Services Corp.
Greg Stevens, Melbourne, Fellow, Australian Property Tax Institute, Australia
AWARDS BREAKFAST
The awards breakfast annually recognizes the outstanding accomplishments of IAAO members and others in mass appraisal, assessment administration, tax policy, and related disciplines. Come recognize fellow members and others whose contributions advance knowledge and professionalism in the industry.

PHOENIX CONVENTION CENTER TOUR
Take a behind the scenes tour of the two million square foot LEED certified Downtown Phoenix Convention Center. Learn about the sustainable energy efficient design, construction and operation of this world class facility. Tours will be Tuesday, September 20 at 1:30 p.m. and 2:30 p.m. This one hour walking tour is available at no charge but limited to 25 per tour. Sign up starting on Monday at the Arizona Local Host Committee Booth. Meet at the Local Host Committee Booth 15 minutes before the tour is to begin. Tours will be at 1:30 and 2:30 pm

TALIESIN WEST TOUR*
At the foothills of the McDowell Mountains, just a few miles northeast of Scottsdale and surrounded by the Sonoran Desert, is the 600-acre Taliesin West. This national landmark was designed and built by Frank Lloyd Wright. Following a tour of the facility it will be off to the Desert Botanical Gardens. This tour is from 9:00 am–1:00 pm

ASSOCIATE MEMBER COMMITTEE (AMC) AUCTION
Sponsored by the AMC, the auction has something for everyone to browse through and bid on. The auction is a fun, lively event, beginning with silent bidding on items at tables throughout the room, then a live auction for larger items. Participants can also purchase tickets for a random drawing for valuable prizes. Proceeds directly benefit IAAO education programs and other initiatives. Donate items, bid on items, and enjoy the auction atmosphere! Donations forms are available at www.iaao.org.

Wednesday, September 21
SCOTTSDALE, ARIZONA SHOPPING TRIP*
Shopping tour to Scottsdale including Scottsdale Fashion Square, Old Town Scottsdale and Fifth Avenue areas. This tour is from 9:30 am—1:30 pm

OFFICIAL CONFERENCE HOTEL

2011 Exhibitor and Sponsorship Opportunities
International Association of Assessing Officers
77th Annual International Conference on Assessment Administration
September 18–21, 2011 • Sheraton Phoenix Downtown • Phoenix, Arizona

Being a Sponsor allows you to:
➢ Enhance visibility and maximize your exposure
➢ Build company recognition
➢ Promote the latest advances
➢ Demonstrate commitment to education
➢ Target your audience

Register and make your room reservations for the 77th annual conference at www.iaao.org now!
Three Ways To Register
Registration or Program Questions? Contact Lauren Harlan, E-mail harlan@iaao.org or call 816/701-8109.
1. FAX this completed registration form if you are paying with a credit card to 816/701-8149.
2. MAIL this completed registration form and payment to the IAAO Bank Lockbox at: IAAO, P.O. Box 504183, St. Louis, MO 63150-4183.
3. Online at www.iaao.org/sitePages.cfm?Page=17
(Please print legibly.) Is your contact information new or updated since July 2010?  Yes  No

Step One—Registrant Information

☐ IAAO Member  Number: ___________________________  ☐ Nonmember

First Name ______________________________________ Mi __________________ Last Name ____________________________

Name for Badge _______________________________________________________________________________________

Employer __________________________________________ Title __________________________

☐ Work  ☐ Home  Address ______________________________________________________________________________

City __________________________________________ State/Province _______ ZIP/Postal Code ________________ Country ________________

Phone ___________________ Fax ___________________ E-mail ____________________________________________________

Emergency Contact ___________________________ Phone ________________________________

☐ First-time attendee  ☐ Speaker  ☐ Volunteer

If you have any special needs, we are here to accommodate you. Please indicate any dietary/physical needs.

Dietary:  ☐ Diabetic  ☐ Vegetarian  ☐ Food Allergies ________________________________________________

Physical:  ☐ Please check here if you require special accommodations to participate. E-mail a description of your needs by August 19, 2011 to Lauren Harlan, harlan@iaao.org. After August 19, 2011 we cannot guarantee we can accommodate your request.

Step Two—Registration Fees
The member and nonmember registration fees for the IAAO Annual Conference include: education sessions, Sunday Welcome Reception, Monday Opening Ceremony, Monday Networking Luncheon, Tuesday Awards Breakfast, Tuesday Attendee Appreciation Lunch, Wednesday Plenary Session, Wednesday Closing Banquet, continental breakfasts, refreshment breaks, conference proceedings, and recertification and continuing education credits.

Guest registration includes a name badge, admission to Sunday Welcome Reception, Monday Opening Ceremony, Tuesday Awards Breakfast, Wednesday Closing Banquet, and continental breakfasts, but does not include a conference bag, education and plenary sessions, or the proceedings. Please include payment for your guest when you register. Guest refers to a spouse, relative, or personal friend, NOT a business associate or staff colleague. Sessions will be monitored.

Guest Name for Badge ________________________________________________________________________________
Step Two—Registration Fees (continued)

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<th>Discount fee by July 25</th>
<th>Received after July 25 and by August 22</th>
<th>On-site fees</th>
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<td>$500</td>
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<td>$700</td>
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<tr>
<td>Conference Registration—IAAO Nonmember</td>
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<td>Additional Closing Banquet tickets (one ticket included with each full registration)</td>
<td># of tickets________ X $90</td>
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IAAO Education Development Campaign—voluntary contribution

**GRAND TOTAL**

One-day registrations include all education sessions and events for the selected day except for the Wednesday Closing Banquet.

* North American Council of Appraisal Organizations (NACAO) Discount. Register at the IAAO member rate if you are an active member of one of the following appraisal groups that participate in NACAO: the American Society of Farm Managers and Rural Appraisers (ASFMRA), the International Right of Way Association (IRWA), The Appraisal Institute (AI), and the American Society of Appraisers (ASA).

Step Three—Payment

Mail: Send completed registration form and check or money order to IAAO Lockbox at: IAAO, PO Box 504183, St. Louis, MO 63150-4183.

There is a fee to process cancellations and refunds. See policy below. Your registration cannot be processed until full payment is received.

Make check payable to IAAO. Check or money order payments must be drawn in U.S. dollars. Check No. ______________________

If paying by credit card, pay online at www.iaao.org or fax the completed registration form to 816/701-8149.

Card # __________________________________________ Expiration Date __________________________

Your signature below authorizes IAAO to charge your credit card the total payment and acknowledges that you have read and understand the cancellation and refund policy shown below.

Cardholder Name __________________________________________________________________________

Signature __________________________________________________________________ Date __________

Cancellation & Refund Policy: Guarantees for food service, printing, and space rental cannot be changed by IAAO at the last moment. For this reason we must adhere to strict guidelines. Requests for refunds will be honored, less a $50 processing fee, only if received in writing by August 22, 2011. No refunds will be made after August 22, 2011. No refunds are given for no-shows. Send your cancellation notice to Lauren Harlan, harlan@iaao.org or mail to IAAO, 314 W 10th Street, Kansas City, Missouri 64105 or fax to 816/701-8149.

Advance Registration Deadline: Registrations must be received at IAAO Headquarters by August 22, 2011 in order to be included in the attendee list and to guarantee availability of preprinted materials. Registrations received after August 22, 2011 will be processed on-site.
Time to Start Thinking about the AMC Auction

Individuals and groups—step up to the challenge and consider donating auction items.

It’s time to start thinking about donating items for the Associate Member Committee Silent Auction at the 77th Annual Conference, which will be held Tuesday, September 20, 2011, in Phoenix, Arizona.

Join the fun and donate an item. You will be entered into a drawing for a conference registration to the 78th Annual Conference in Kansas City, Missouri.

Chapters, Affiliates, Committees—Consider donating items as a group and even sponsoring your own table!

Contact JoAnn Pierson, JoAnn.Pierson@thomson-reuters.com, if you have questions about items to donate. A donation form is posted at www.iaao.org.

Thank you to all the volunteers who helped make the 2010 Auction a success: Aaron Hampton; Beth Todd; Brian Loughrey; Bruce Woodzell; Cecilia Benites; Dave Heinowski; Debby Ring; Ed Weller; Edye McCarthy; Eric Phillips; Florida Local Host Committee; Gaye Martinez; Heather Reichardt; Jason Clevenger; Jim Ashburn; JoAnn Pierson; Katie Cafey; Kellianne Nagy, CAE; Ken Voss, CAE; Kristi Kushner; Linda Stevenson; Linda Cwiek; Lourdes Aguirai; Michael Heaton; Mike Hall; Mike Miano; Pam Heinowski; Pat Frey; Richard Horn; Rick Stuart, CAE; Rita Rolls; Roger McCarty; Scott Engerson; Sherron Schultz; Sue Lewis; Susan Ireland; Wayne Tenenbaum, Esq.; John Zimpel. We apologize if we have overlooked the names of anyone else who assisted us at the AMC booth or the day of the auction.

The AMC is looking forward to seeing you in Phoenix!

The 2011 Associate Member Committee comprises JoAnn Pierson, Chair, Wayne Trout, Lourdes Aguirai, Stephanie Draughon, Michael Heaton, Heather Reichardt.

The Associate Member Committee thanks everyone who donated to the auction in 2010.


ESRI-Ed Crane, Vendor Joe and Nancy Hablinski, Executive Board Pictometry - Alex Hepp, Vendor Donald Long Jim Bearden, Speaker MI Assessors Association- Sherron Schultz, MI-IAAO Vickie Reidel, MI-IAAO Mark Parish, MI-IAAO Maricopa County Sheriffs Dept, Sandie Savage, AZ LHC Margie Cusack, Cook County Ralph DiFebo, Cook County Yolanda Salazar, Los Angeles County Assessor Debbie Nielson, UT-IAAO Michael Stone, Executive Board IAAO Headquarters Staff Elysa Lovechey KY Chapter of IAAO, Mike Welsh, KY-IAAO TEAM Consulting Ed and Melissa Crane The Appraisal Institute, Vendor


The IAAO Associate Member Committee apologizes for unintentional errors such as misspelled names or incorrect company or jurisdictional affiliations. Every effort was made to verify correct contributor information prior to publication.
Associate Member Committee Annual Auction & Raffle
Tuesday, September 20, 2011 • 4:30 pm–6:30 pm

Auction Donation Form

☐ Yes, Count on my donation! (A donation form must accompany all items. Please fill in the form completely. Multiple items may be listed on each form. Describe each donated item and give a dollar amount for each.)

Section One

Name of donor (for publication) ________________________________________________________________

Name of contact person ________________________________________________________________

Address ________________________________________________________________

City __________________________ State ___________ Zip ___________ Country ______________________________

Daytime Phone _________________________________ Fax _________________________________ E mail _________________________________

Section Two

Identify items to be donated for the auction ________________________________________________________________

Provide a brief description of the items for the official auction listing. Please include any expiration dates, etc.

______________________________________________________________________________________________

______________________________________________________________________________________________

______________________________________________________________________________________________

Estimated value $ __________________________ Suggested minimum bid $ __________________________

Section Three

Please return this form by fax or mail on or before Thursday, September 1, 2011, or submit the form on site.

Donated item(s) can be delivered on-site to the Associate Member Committee booth located near the IAAO registration area on or after Sunday, September 18, or they can be mailed ahead of time (please contact JoAnn Pierson, JoAnn.Pierson@thomsonreuters.com, if mailing).

Please keep a copy of this form for your records.

The Associate Member Committee thanks you for your support of IAAO. We look forward to seeing everyone in Phoenix, Arizona. For questions, contact JoAnn Pierson, JoAnn.Pierson@thomsonreuters.com.

Associate Member Committee: JoAnn Pierson, Chair, Wayne Trout, Lourdes Aguiar, Stephanie Draughon, Michael Heaton, Heather Reichardt

Contact JoAnn Pierson at JoAnn.Pierson@thomsonreuters.com for mailing information if needed.

Fax forms to: 480-452-1788, Attn: JoAnn Pierson
Submit forms and donated items on-site in Phoenix at the Associate Member Committee booth.
Victoria, Australia
Ian Gumley
Stephen Simpson

Nova Scotia, Canada
Marie G. Murphy

Alabama
Marc Dendy
Connie H. Scott

Arkansas
Jack McNally
Cleta McVay

Connecticut
Scott R. Chadwick
Laurie A. Tallcouch

Florida
Miguel Sanchez

Georgia
Robert A. Kunz, Esq

Idaho
Ron Fisher
Robert J. Rios

Illinois
Debra Lane
Nancy McClendon

Kentucky
Thomas L. Hart
Kenneth Morrow

Louisiana
Russell J. Almaraz
Jade B. Sandoz

Michigan
Deborah Harrison
Katherine Roslund

Mississippi
John T. Parker, III

Missouri
Krystal L. Evers
Cynthia A. Kerschbaum
Melinda C. Taylor
Bradley S. Weber

New Jersey
Denise E. Campbell

New Mexico
Linda L. Gallegos
Kristi E. Graham
Joel R. Smith
Isidoro Vaquera
Thomas L. Vigil

New York
Paul Grenga, Esq
Brynn Raymond
John Valente

North Carolina
John A. Alexander
William “Tony” A. Wilder

Ohio
Vera Lyn Kelley Bury
Sara W. Scott

Pennsylvania
Renée L. Reynolds

Tennessee
Hillary Pate

Texas
Greg Adams
Edward S. Wrenn

Utah
Greg Livingston

Virginia
David S. Arney
George L. Byrne
Bruce E. Cashion
Lisa D. Jacobs
G. Tim Shirocky

Washington
Dean Ando
Linda E. McClain
Mark K. Monahan
Robert M. Rosenberger

For a membership application, visit http://www.iaao.org/ and click on Membership

An investment in knowledge pays the best interest.
—Benjamin Franklin

IAAO, Where Invention Meets Value

Save your “Benjamins” when you join the International Association of Assessing Officers.

JOIN IAAO NOW AND RECEIVE A FREE WEBINAR.

IAAO’s unique series of Webinars gives you the information you need and convenience you deserve. Covering the latest trends and issues affecting the tax assessment industry, IAAO Webinars provide the knowledge you and your staff require for continued success. Choose from 12 different Webinars covering various topics such as: warehouse valuation, mall valuation, assessment appeals, customer service and more. IAAO makes education accessible and affordable.

Join by September 30, 2011 and enjoy a live Webinar or any previously recorded Webinar through December 31, 2011.

As a member of IAAO, you also receive many benefits including:
• Access to our world premier library and research services
• Free subscriptions to IAAO publications
• AssessorNET, the IAAO members-only online discussion forum
• Educational opportunities/professional designations
• Discounts on conferences, seminars, books, and more

Make a new connection. Invent a new future. Join IAAO.

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Questions? Contact membership@iaao.org or call 800-616-4226
From the President

I am currently looking for a replacement to serve the remainder of the term. I will share my appointment with IAAO members once it is approved by the Executive Board.

My frequent flyer miles are adding up as I fulfill my responsibilities as President by representing IAAO at various events. Other officers have also been busy representing IAAO.

I thank the Florida Chapter of IAAO (FC-IAAO) for inviting me to its April annual conference, held in Jacksonville. The Florida Chapter demonstrates that hard work and dedication can accomplish great things. FC-IAAO won the Outstanding Chapter of the Year in 2008 and again in 2009, and the coveted Virginia Cup in 2010. I congratulate President Ann Wetherington and newly installed President Sheila Crapo and their respective boards for their leadership and dedication to IAAO.

Internationally in May, Past President Bill Carroll visited China to invite delegates there to attend the IAAO annual conference in Phoenix and arrange for their accommodations. President-Elect Debbie Asbury visited Dublin, Ireland, to attend the International Property Tax Institute 14th Annual Conference. While she was there, Debbie had the opportunity to meet with numerous international members and representatives of the IAAO International Committee.

In May, I attended the Association of Assessing Officers of Manitoba conference in Scantebury, Canada. I also attended the Northeastern Regional Association of Assessing Officers conference in Uncasville, Connecticut, and The Appraisal Foundation Board of Trustees, Sponsoring Organizations, and NACAO Meetings in Naples, Florida. I completed my travel for the month at the South Dakota Association of Assessing Officers conference in Oacoma, South Dakota.

These meetings are vitally important to IAAO and personally very rewarding. They allow IAAO officers to share their perspectives as representatives of the association and hear firsthand the thoughts and concerns of others. This provides IAAO and its members with a broader perspective that helps shape future decisions.

IAAO is your association, so I hope each of you took the time to complete the Membership Interest Survey that was conducted by the Membership Services Committee in May. Knowing how best to serve members is critical to the future of IAAO. I strongly encourage members to use every opportunity available to provide feedback to the Executive Board, IAAO committee members, or IAAO staff in Kansas City.

In response to a request from the Nominating Committee, I am letting members know that 2012 Executive Board candidate materials are now available. The materials include a revised IAAO 2011 Candidate Questionnaire and a new digital Candidate Profile Form. The official deadline for submitting applications is July 1. I strongly encourage members from all three regions to take a bold step and run for a three-year term on the Executive Board.

Finally, I have had a special interest in making available an online 7-hour USPAP course through IAAO. I am happy to say that this course is now available and can be accessed through the Web site. I thank the staff for making this goal a reality.

See you in Phoenix!

All the best,

Bruce Woodzell

Pun of the month: A noun and a verb were dating but they broke up because the noun was too possessive.

IAAO Conferences, Seminars, and Meetings

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Instructor Training Workshop (ITW)

September 16-18, 2011
Sheraton Phoenix Downtown Hotel • Phoenix, AZ

Put your experience and education to good use.
Take the next career step—become an IAAO instructor! REGISTER TODAY!

Program Overview
The Instructor Training Workshop (ITW) is an intensive 3-day interactive workshop designed to prepare participants to become IAAO instructors. The ITW is not intended to teach individuals how to instruct, but rather to evaluate participants’ ability to teach IAAO material in a classroom setting.

During this 3-day workshop, students learn about IAAO education delivery, adult education, effective communication, and IAAO curriculum. Each student is expected to understand the general subject matter and specific course material, spend at least 10 hours in advance preparation, prepare short practice presentations, and prepare one final ten-minute presentation. Students demonstrate (and are evaluated on) their teaching style, classroom presence, familiarity and comprehension of the course material, organization of subject matter, clarity and accuracy of their classroom presentation.

Who Should Attend?
• IAAO members who wish to become IAAO instructors
• IAAO members interested in assessor education

Prerequisites
The ITW is open to anyone who is an IAAO member in good standing. All requirements for prospective and current instructors are outlined in the Instructor’s Handbook available on the IAAO Web page at iaao.org. Participants must download and read the handbook prior to attending the ITW and also bring it to the ITW.

Recertification Credit
IAAO professional designees will receive 22.5 hours of recertification credit for attending the full three-day program.

Registration Fees
• Full Program ($500)
• Current IAAO instructor ($350)
• Current instructors and Education Coordinators may attend Day 1 for $50. You must however, complete a registration form and under “Registration Fees,” mark the box for Day 1 Only—$50

Space is limited to the first 15 registrants who are approved and have paid in full.

A full brochure and application are available at www.iaao.org

New USPAP 7-hour Online Course
IAAO has partnered with McKissock, a provider of online education focusing on appraisal and real estate, to provide IAAO members with access to an online version of the 7-hour USPAP course through the IAAO Web site. The link takes members to the McKissock Web site where they can select their particular state, to ensure proper acceptance of course credit. Registration fees are collected by McKissock. The company also issues a certificate upon course completion that can be used to satisfy continuing education credit for IAAO and the state licensing agencies. IAAO receives a portion of fees generated when IAAO members use this service.

Two Market Modeling Workshops Offered in 2011
Sponsored by Thimgan & Associates

August 16–19, 2011
Fundamentals of Modeling

November 7–10, 2011
Modeling Commercial Properties

For information, and registration material contact:
Garth Thimgan, P.O. Box 668, La Junta, CO 81050.
Phone: 719-384-7031 • Fax: 719-384-5997
E-mail: thimgan@rural-com.com
Web site: www.thimgan.com

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Bob Denne 847-788-1694
rcdenne@gsb.uchicago.edu
Cheryl M. Horton, CMS, received the Cadastral Mapping Specialist designation in March 2011. Horton serves as a Supervisor for the Palm Beach County Property Appraiser’s Office in West Palm Beach, Florida. She has held that position for five years and previously served as a Mapping Tech I & II and a Data Support Specialist. Horton states her grandfather was a tax assessor in Pennsylvania in the 1920s. She is married and has three children and one granddaughter. Horton joined IAAO in 2009.

Marcus D. Kinrade, AAS, received the Assessment Administration Specialist designation in March 2011. Kinrade serves as Revenue Director for Wake County Government in Raleigh, North Carolina. He has held that position for almost three years and previously served as the Appraisal/Collection Manager for the Wake County Revenue Department. Kinrade holds a bachelor’s degree from the University of North Carolina, Chapel Hill, and an associate’s degree from Coastal Carolina Community College, Jacksonville, North Carolina. He served in the United States Marine Corps from 1992 to 1996. Kinrade joined IAAO in 2003.

Robert T. Kahman, AAS, received the Assessment Administration Specialist designation in April 2011. Kahman serves as the Supervisor of Assessments for McLean County in Bloomington, IL. He has held that position for 13 years. Kahman previously served as a Chief Deputy for Deerfield Township, Assistant Chief Deputy for Addison Township, and Chief Deputy for Libertyville Township. He holds a bachelor’s degree from St. Norbert College, De Pere, Wisconsin, and is an instructor for the Illinois Property Appraisal Institute. Kahman states his first boss had two tips about appraising: first, water will always find its level, and second, after you put a value on a property, go sit on the curb across the street and ask yourself if your value makes sense. He also wanted to share a quote from Mark Twain that is displayed prominently in his office. “Always do right. This will gratify some people and astonish the rest!” Kahman joined IAAO in 2008.

Samuel A. Walker, AAS, received the Assessment Administration Specialist designation in April 2011. Walker serves as the Chief Deputy Assessor for Wayne Township, Allen County, Fort Wayne, Indiana. He has held that position for four and one-half years and previously served as Deputy and Imaging Technician. Walker is an Indiana Level III Assessor/Appraiser and an Indiana Certified Tax Representative. He is also a member of the Association of Indiana County Assessors. Walker joined IAAO in 2008.

Ronald E. Tidwell III, RES, received the Residential Evaluation Specialist designation in April 2011. Tidwell serves as a CAMA Support Officer for the Sedgwick County Appraiser’s Office in Wichita, Kansas. He has held that position for one year and previously held the positions of Residential Appraiser I & II. He graduated from Cypress Springs High School. Tidwell is a member of the South Central Kansas Chapter of IAAO and is currently serving as President. He is an active member of his church and serves as volunteer security coordinator. Tidwell has been married for seven years. He joined IAAO in 2007.
This article describes some of the many activities and attractions to enjoy in Central Arizona outside of the Phoenix metropolitan area. Phoenix will be the subject of a future article.

**Wickenburg**

Just one hour northwest of Phoenix you can saddle up and experience firsthand the cowboy life at one of the many guest and dude ranches in and around Wickenburg, the Dude Ranch Capital of the World. Throughout its history the town has survived difficult times—Indian Wars, outlaws, mine closures, droughts, and floods. However, longevity was ensured with the coming of the railroad. Construction of U.S. Highway 60 brought even more tourists attracted by the clean air, wide-open spaces, and the allure of the Old West. A list of the ranches can be obtained at [http://www.arizonaduderanches.com/properties](http://www.arizonaduderanches.com/properties).

**Prescott**

After the hustle and bustle of the 2011 conference, head north for some down time in Prescott. Twice named the capital of the Arizona Territory, old Prescott’s tree-lined streets and numerous Victorian-style homes are reminiscent of an earlier and slower time.

Take a leisurely stroll around the old Yavapai County Courthouse on the town square or sit on a bench under the elms trees where Barry Goldwater announced his presidential candidacy. Visit the boutiques, antique stores, art galleries, and bookstores surrounding the town square. On the west side of the square is the historical red-light district known as “Whiskey Row,” where The Palace, Arizona’s oldest restaurant and bar is located. During the evening this area hosts an active nightlife for the community and visitors.

With over 800 buildings on the National Register of Historic Places, Prescott is a town that takes its past seriously. Al-
though it does not have the stereotypical Western feel of Tombstone, its roots are very much a part of western history. Prescott lays claim to the “World’s Oldest Rodeo,” which is still held annually, and many real-life ranchers and cowboys live in the area. Prescott is 99 miles northwest of Phoenix, an estimated 1 hour 45 minute drive.

http://www.cityofprescott.net/

Sedona /Oak Creek
Allegedly the source of a primal healing energy, Sedona attracts many people seeking renewal and rejuvenation. Regardless of whether you are mystically inclined, the red sandstone formations surrounding Sedona with their continually shifting shades of
red-orange brought into sharp relief by the turquoise blue sky are an out-of-this-world experience.

In addition to the red rocks and the typically mild weather, there are other attractions, such as the art galleries, shopping, trails for hiking, mountain biking and jeep tours.

Along the west bank of Oak Creek, which runs through Sedona, is “Tlaquepaque” pronounced (Toe-lock-e-pock-e) an arts and crafts village, which can take hours to browse through. The village also features excellent restaurants, courtyards, and fountains to enjoy. Sedona is 116 miles north of Phoenix.

Slide Rock
Picturesque Oak Creek Canyon runs north out of Sedona through Slide Rock State Park, which takes its name from a natural water slide formed by the slippery bed of Oak Creek. The park, 7 miles north of Sedona, is a favorite summer destination attracting a quarter million visitors a year. Slide Rock is 122 miles north of Phoenix, an approximate 2.25 hour drive.

Jerome
Perched high on Cleopatra Hill with sweeping panoramic vistas sits Jerome, a mining town that in its day produced over a billion dollars in copper, gold, and silver. With a reputation in 1903
Town of Jerome on Cleopatra Hill
photo courtesy of Yavapai County

as the “wickedest town in the West,” by the 1960s it was more a ghost town with old abandoned homes and minimal economic activity. Today, it is a thriving tourist destination and art community with 30 galleries and working studios. The Old Jerome High School is home to many artists and their studios. There are also lots of little shops and quaint places to eat and drink. Jerome is a favorite destination for motorcyclists to come for a day-ride because the weather is mild year round, but it does tend to get a little windy at times. There is also a mining museum. Jerome is 111 miles northwest of Phoenix. The drive is approximately two hours and 10 minutes.

http://www.azjerome.com/

Lake Havasu/London Bridge
Lake Havasu on the border between Arizona and California was formed in 1938 by the construction of Parker Dam on the Colorado River. With 400 miles of pristine shoreline, water sports are a popular activity for residents and visitors. The city hosts the International World Jet Ski Final races, multiple fishing tournaments, and boat regattas.

Lake Havasu City was established on the eastern shore of the lake as a planned community by chainsaw giant Robert P. McCulloch. Pittsburg Point Peninsula was transformed into an island when a canal was dredged under the newly installed London Bridge. The bridge was purchased for $2.5 million from the City of London; then disassembled, shipped, and reassembled for an additional $7 million; and opened October 1971. The London Bridge is the second most visited tourist attraction in Arizona, behind the Grand Canyon.

For gamblers, Lake Havasu is 82 miles or 2 hours from Laughlin, Nevada, and about 170 miles or 3 hours from Las Vegas. Lake Havasu is 200 miles west, northwest of Phoenix along the Colorado River, a 2.5 to 3 hour drive.

http://www.lhcaz.gov/

David Gillies and Charles Krebbs are annual conference volunteers, and both are appraisers in the Maricopa County Assessor’s Office. The authors acknowledge Cathy Bridges for assistance with the article; she also works in the Maricopa County Assessor’s Office.
Gilpin County, Colorado, is a mountain community adjacent to the Continental Divide. Of the 64 counties in Colorado, Gilpin is one of the oldest, incorporated in 1861, and one of the smallest, at 150 square miles. Gold was discovered in 1859, and the county is rich in Gold Rush history (pun intended!). Central City, the county seat, claims to be the richest square mile on earth. Gilpin is one of the two Colorado counties that enjoy casino gaming.

Anne Schafer was appointed for a one-year term as the Gilpin County Assessor in December 2003. She then ran and won a two-year term in 2004. Subsequently, she won her 2006 and 2010 four-year elections. In Gilpin County government, only the commissioners have term limits.

She is very involved in her professional and local community. Anne has been a Colorado Representative with IAAO for more than six years. She has also been the District 3 Chair for the Colorado Assessor’s Association. She is a Peak to Peak Rotarian, part of the High Country Fire Auxiliary, and a volunteer at Ermel’s Thrift Store, and she participates in county highway and cemetery cleanups. Anne is active with the school sports programs and reads each week with the fourth-graders.

She is the proud parent of Andrew and Rebecca. Andrew, 20, graduated from Gilpin County High School in 2008 and served two years with AmeriCorps in New Hampshire. He is now working toward his degree in international affairs and political science at the University of New Hampshire, Conway. Rebecca, 17, is a junior at Gilpin County High School. In addition, Becca attends Warren Tech Health Sciences Program.

Anne loves traveling. She has wonderful memories of her many trips to Hawaii and plans travelling to Alaska to see the Northern Lights and to Athens. She enjoys volunteering, reading, and outdoor photography.

Anne was raised in Omaha, Nebraska (frequently visiting Colorado to ski). She has a BA in communication from Colorado State University, Fort Collins. After college she lived in Atlanta for two years, working at the DeKalb Chamber of Commerce. She then relocated to Connecticut, where she earned her master’s in business management from Albertus Magnus College, New Haven.

In Connecticut, she worked in the financial industry for 14 years. Anne has worked more than 25 years in marketing, mortgage origination, and finance. She is a Colorado Registered Appraiser.

Anne is the proud recipient of a 2011 Barbara Brunner Scholarship. “I’m very excited to go to the 77th Annual IAAO Conference in Phoenix this fall. This is only possible because I received a scholarship from IAAO!”
In the News

**Economic Stimulus**

*Fla. budget deal includes small corporate tax cut*  
*(published May 3, 2011)*  
*by Bill Kaczor, Bloomberg Businessweek*

Article discusses agreement by the Florida House and Senate over the state budget, including an increase in the exemption amount for a corporate business tax, which effectively reduces or eliminates the corporate tax for many small businesses. The reduction is backed by Governor Rick Scott, who wants to create more jobs by creating incentives for businesses to operate in Florida.

For more information, go to:  
http://www.businessweek.com/ap/financialnews/D9N06UUUG2.htm

**Colorado House approves business tax exemption**  
*(published May 4, 2011)*  
*by The Associated Press, Bloomberg Businessweek*

Brief news item reports on a proposed increase in the small business property tax exemption in Colorado. The measure was approved by the House and now goes to the Senate.

For more information, go to:  
http://www.businessweek.com/ap/financialnews/D9N0QLS82.htm

**A tax cut for them could mean a tax hike for you**  
*(published May 4, 2011)*  
*by Mike Ferguson, Muscatine Journal*

Articles discusses, from a local jurisdiction perspective, the impact on local property taxes of proposed Colorado bills to reduce the taxable value of commercial and industrial properties in an effort to attract new jobs and stimulate the state's economy.

For more information, go to:  
http://www.muscatinejournal.com/news/local/article_9a3ccc72-76c8-11e0-9b61-001cc4c03286.html

**Budget Struggles**

*House approves $40.1 billion state budget, sends to Malloy for approval*  
*(published May 4, 2011)*  
*by David Moran, OxfordPatch*

The Connecticut House and Senate approved a state budget, proposed by Governor Daniel P. Malloy, that increases taxes on almost all fronts and taxes items that have not been taxed in the past. The plan restored $300 of a $500 property tax credit that was originally cut from the budget. Plans include a slight increase in overall spending over the two years covered by the spending plan.

For more information, go to:  

**It’s over: 2011 North Dakota Legislature adjourns**  
*(published April 29, 2011)*  
*by Dale Wetzel, Bloomberg Businessweek*

Article discusses finalized budget for North Dakota that increases spending by 12.12 percent over present levels, including one-time programs to improve infrastructure and create jobs. A program providing state subsidies to local school districts to reduce local property taxes was continued.

For more information, go to:  
http://www.businessweek.com/ap/financialnews/D9MTBKD00.htm

**International**

*Property tax may be introduced nationwide*  
*(published May 5, 2011)*  
*by English.eastday.com*

Article reports on speculation that property tax trials being held in the cities of Shanghai and Chongqing will be expanded nationwide in an effort to control rapid escalation of property prices.

For more information, go to:  
http://english.eastday.com/c/110507/u1a5876826.html

**Tax Cap Reduction**

*Florida Senate puts property tax relief on ballot*  
*(published May 4, 2011)*  
*by Bill Kaczor, Bloomberg Businessweek*

Article discusses property tax breaks that will potentially come before Florida voters in November 2012. The changes include a proposed Florida constitutional amendment that would reduce the tax cap rate from 10 percent to 5 percent for non-homestead properties. The amendments have been approved by both the House and Senate, but they are controversial because they add to the complexities introduced by the Save Our Homes caps that went into effect in the 1990s.

For more information, go to:  
http://www.businessweek.com/ap/financialnews/D9N0QHK00.htm

**Nationwide property taxes expected within five years:**

*CASS*  
*(published May 6, 2011)*  
*by Global Times*

Article cites report by Chinese Academy of Social Sciences proposing a nationwide property tax in China.

For more information, go to:  
Technical Standards Committee

Alan Dornfest, AAS, Chair
Doug Warr, AAS; Mary Reavey; Robert Gloudemans; Bill Marchand; Dennis Deegear; Chris Bennett, Staff Liaison

The Technical Standards Committee met by phone conference April 26 and April 28.

The primary topic of discussion was the ongoing Ratio Study Practices Survey. The committee began comparing results with the 2008 survey so any discrepancies can be identified and clarified prior to final analysis of the data. Meanwhile, six state or provincial jurisdictions are still planning to complete the survey.

Exposure comments for the Standard on Public Relations were reviewed, in accordance with IAAO procedural rules, and the committee finalized the draft and approved it for submission to the Executive Board at its July meeting.

The committee then reviewed proposed language for parcel data standards for inclusion in the Standard on Digital Cadastral Maps and Parcel Identifiers and the Standard on Mass Appraisal of Real Property.

Also discussed was the Guide to Assessment Administration Standards, the Standard on Professional Development, and a presentation at the annual conference on the Ratio Study Practices Survey and the Standard on Verification and Adjustment of Sales.

Legal Committee

Thomas Jaconetty, Esq., Chair
Deborah Cartwright; James Hester, CAE; Robert Lee; Patricia Parker, AAS; Gaylord Wood, Esq.; Mary Odom, Staff Liaison

The Legal Committee will present the 32nd Annual Legal Seminar on December 8–9, 2011, at the Doubletree Hotel in New Orleans, Louisiana. The seminar will offer the coveted ethics credit for continuing legal education as well as the ever-popular legal updates for procedural, substantive, and exemptions. This year’s program also features a few surprises for unique valuation problems. But one session that will not surprise previous attendees is Valuation of Billboards. The speakers will present a rebuttal to last year’s session, which covered a hotly debated court case in Wisconsin.

In addition to the Legal Seminar, the Legal Committee is planning a Preparation & Trial Seminar for spring 2012 in Milwaukee, Wisconsin. Dates and hotel specifics will be announced this summer so people can mark their calendars and reserve the dates. The Preparation & Trial Seminar is ideal for anyone wanting to see a mock trial of the property tax appeal. Two judges preside over the mock trial, and one attendee is chosen to act as a third judge. Attendees observe the trial and determine their own ruling before the judges announce theirs. The seminar is a great opportunity for assessors, appraisers, and attorneys to learn about the trial process.

Research Committee

August Dettbarn, Chair
William Wadsworth; Ronald Rakow; Patrick O’Connor; Shawn Ordway; Ken Uhrich; Mary Odom, Staff Liaison

The Research Committee is working on a comprehensive slate of projects. The projects include oversight and promotion of the Certificate of Excellence in Assessment Administration through a new brochure and a feature article in Fair & Equitable. In addition, the committee has mentored its first grant recipient for the Academic Partnership Program. The following summarizes progress since the last report:

**Community Land Trust Research.** The Research Committee awarded a grant to a student at Cornell University to conduct research on the treatment of community land trusts in the state of New York for property assessment purposes. This research will be presented by the student at the upcoming annual conference.

**Academic Partnership Program.** Almost 400 colleges and universities with public administration and/or real estate graduate programs have received the new APP grant brochure with a list of suggested research topics that are needed by the IAAO membership. The deadline for student/faculty applications is October 1, 2011, and grant recipients will be chosen by November 1. The AP program was started under the leadership of former Research Chair Dick Hoffman, CAE.

**Three-Legged Stool Research.** Analysis of the stability of the property tax during an economic recession as compared to income and sales taxes will be presented at the upcoming annual conference. Committee members are examining data from three decades, which covers several economic recessions.

**Certificate of Excellence in Assessment Administration Program—**One jurisdiction completed its Certificate of Excellence in Assessment Administration and received recognition at the 2010 annual conference: Osceola County, Florida. Another jurisdiction that was the first to receive the certificate was recertified at the 2010 annual conference: Alachua County, Florida. More jurisdictions will be receiving the certificate at the upcoming conference in Arizona.

**Effective Age Research—**At the request of a past president, the Research Committee has submitted a project plan to the Executive Board for research into effective age as a term in valuation models. The project will become the foundation for future education programs on the determination of effective age of property in a mass appraisal setting and incorporation of effective age as a factor in valuation models.
Members of the Russian Society of Appraisers travelled to Chicago, Illinois, in April. On Tuesday, April 19, the delegation met with IAAO Executive Director Lisa Daniels, IAAO Director of Professional Development Larry Clark, CAE, and members of the Cook County (Illinois) assessment staff.

Clark, who is a senior IAAO instructor, presented a morning seminar on general assessment and taxation in the United States. He was assisted by Andrey Artemenkov, who translated the presentation into Russian and questions from the delegates into English.

Long-time IAAO member and Deputy Assessor for Cook County Thomas Jaconetty, Esq., explained the appeal process to the delegation in an afternoon session.

The following day the delegation split into three smaller groups to tour the Cook County Assessor’s office, which is responsible for setting property values for 1.8 million parcels. The tours included explanations of the functions within each of the four primary departments—valuation, freedom of information, special assessment properties, and public outreach.

The Russian Society of Appraisers (RSA), jointly with the National Council on Valuation Activity (NCVA), expresses its deep appreciation and gratitude for IAAO efforts in conducting an educational seminar on mass appraisal systems and helping organize the Cook County Assessor’s Office tour for our group during 19-20 April, 2011.

Our special thanks go to Mr. Larry Clark and Ms. Lisa Daniels for personal involvement in organizing and conducting the events. Thanks to your efforts, the RSA-NCVA delegation brought home with them an excellent overview of the best assessing practices pursued and the awareness of IAAO standards, further learning materials and Internet databases presented by you, all of which will be eagerly studied in preparation for the appraisal work as the mass assessment system is deployed in Russia.

We are eager to work on further cooperation projects with IAAO, which may involve efforts on translating IAAO standards and best practice assessment books, as well as presenting progress updates on our assessment system.

With warmest regards,

Mr. Igor Artemenkov, FRICS, REV, FIABCI
Senior Vice-President, The Russian Society of Appraisers
Chairman of the International Committee, NCVA
In November 2010, the IAAO Executive Board approved a Mass Appraisal Revaluation Template that was developed by the IAAO USPAP and Appraiser Regulatory Advisory Committee at its October 2010 meeting.

According to the Uniform Standards of Professional Appraisal Practice (USPAP), mass appraisal is “the process of valuing a universe of properties as of a given date using standard methodologies, employing common data, and allowing for statistical testing.” A mass appraisal model is “a mathematical expression of how supply and demand factors interact in the market” to affect property values. (The Appraisal Foundation 2010–2011, U4)

How do you prove to a client, and other intended users, that you have competently performed a mass appraisal assignment and determined and completed the scope of work to produce credible assignment results as defined by USPAP?

How do you prove that your work experience as a mass appraisal practitioner is credible and worthy of consideration towards certification by your state real estate appraisers board?

All IAAO members in the United States are required to perform mass appraisal work in accordance with USPAP. In addition to ethics, competency, and scope of work rules, USPAP provides the content requirements for all disciplines of appraisal reporting. USPAP does not provide a format for creating the written report.

Beginning in 2008, the USPAP and Appraiser Regulatory Advisory Committee examined questions posed by state regulators and mass appraisal practitioners concerning validation of mass appraisal work. The committee also considered ways to document work experience to meet the requirements to become state licensed or certified to become a Certified Residential Appraiser or Certified General Appraiser.

The Appraisal Qualification Board requires that state regulators have documentation in the form of reports, certifications, file memoranda, or other evidence that the work performed is compliant with USPAP. With a consistent report format, regulators will be better able to review and verify experience. In addition to a Mass Appraisal Revaluation Template, the committee has provided a sample Mass Appraisal Revaluation Experience Log that it believes will provide the required information to be used toward experience credit. Since state licensing regulations differ, candidates should investigate specific requirements for experience that may be in place for their jurisdiction before using the log. Additional jurisdictional or client requirements may be added to the report to fulfill scope of work requirements.

The committee and the Executive Board determined that a Mass Appraisal Revaluation Template would ensure that USPAP requirements are being met and serve as the basis for state regulators to make decisions about mass appraiser applicants. The template also promotes professionalism and points to IAAO as the subject matter expert on mass appraisal and related disciplines. As the leader in the ad valorem field, IAAO is the only organization capable of producing this document with the necessary level of detail.

An outline is included at the beginning of the template to provide guidance to the user. The explanations are simple and direct, and should be easily understood by mass appraisers. The committee’s intent was to identify the minimum necessary requirements for a USPAP-compliant mass appraisal report.

The template allows users to easily navigate the document and identify reporting requirements in a logical format. It should be considered a starting point for jurisdictions that comply with USPAP by choice, or are obligated by law, administrative rule, or agreement. Each jurisdiction may have specific reporting requirements that can easily be incorporated into the report.

To download the template and experience log go to www.iaao.org and look for the link on the home page.

The committee thanks those jurisdictions that provided input into the project and samples of mass appraisal reports. Special thanks to King County, Washington, Cole County, Missouri, and the New Hampshire Department of Revenue.

Reference
Where Do You Read FAIR & equitable?

IAAO accepts digital photos of interesting or unusual properties, for “Where Do You Read F&E?,” and photos of local jurisdiction activities and meetings. Please provide full contact information with your submission. Send photos to bennett@iaao.org.

Top left, Weldon Jewell reads *F&E Print Edition* in Barcelona, Spain, in front of Sagrada Familia Cathedral. Bottom left, Weldon reads *F&E* after exploring the Caves of Nerja on the southern coast of Spain. The extensive series of underground caverns attract thousands of visitors each year. Bottom right, Weldon reads *F&E* with an ancient aqueduct visible in the background. Weldon is from Pointe Coupee Assessor’s Office in New Roads, Louisiana.

Top right, José López Garrido, Director of Suma Gestión Tributaria in Alicante, Spain, reads *F&E Digital Edition* in Seville, Spain, in front of the Cathedral of Saint Mary of the See (Catedral de Santa María de la Sede). It is the largest Gothic cathedral and third-largest church in the world. José is chair of the IAAO International Special Committee.
Member Anniversaries—June

5 Years
Mary M Barbour, Lee County, Sanford, NC
Eric D Brown, Casey County, Liberty, KY
Rhonda R Brown, Franklin County, Frankfort, KY
Tony J Buman, Shelby County, Harlan, IA
Thomas R Cogdill, Jackson County, Sylva, NC
Charlene Fang, Dekalb County Tax Assessors, Decatur, GA
John B Fike, Town of Reading, Reading, VT
Linda Gardiner, Gardiner Appraisal Service LLC, Mineral Point, WI
R Todd Grant, CMS, Montgomery County Appraisal Department, Montgomery, AL
Lynne Green, Franklin County, Franklin, KY
Sue Harlan, AAS, Florida Department of Revenue, Tallahassee, FL
Eric R Hawkins, City of Norfolk, Norfolk, VA
Frances K Hunley, Madison County, Jackson, TN
Paula Jung, Miller Coors, Milwaukee, WI
Dominic Landretti, Landretti & Company, LLC, Middleton, WI
Michael J Lomax, BC Assessment Authority, Abbotsford, BC, Canada
Gregory S May, Durham County Tax Administrator’s Office, Durham, NC
Delton E Mayberry, CMS, Hickman County, Centerville, TN
Jill Maynard, Franklin County, Franklin, KY
Paul McKenney, Vision Appraisal Technology, Inc, Northborough, MA
Amy Jo Mercer, City of Janesville, Janesville, WI
Barbara T Neal, Town of Branford, Branford, CT
Mark A Patterson, Polk County Assessor’s Office, Des Moines, IA
Shirley Poon, RES, City of Calgary Assessment Department, Calgary, AB, Canada
Edward F Potter, Village of Mount Pleasant, Racine, WI
Connie Thoreson, City of Sioux City, Sioux City, IA
Craig Tyndall, FieldWorker Mobile Tech. Solutions, Toronto, ON, Canada
Randy Walruff, Multnomah County Assessment & Taxation, Portland, OR

10 Years
Roger L Bedsaul, Jr, Surry County, Dobson, NC
Wayne P Blanchard, Assumption Parish Assessor’s Office, Napoleonville, LA
Baron B Busby, Tulsa County Assessor’s Office, Tulsa, OK
Jason A Call, Northtown Associates LLC, Jefferson, NH
Brenda A Dones, Weld County Assessor’s Office, Greeley, CO
Teresa Hairston, Durham County Tax Administrator’s Office, Durham, NC
Jackie Hall, Davie County, Mocksville, NC
Thomas W Houseolog, Rock County Assessor’s Office, Luverne, MN
Donald G Kratzer, Jefferson Davis Parish, Jennings, LA
Robert J Mulready, J F Mulready Company LLC, Hartford, CT
Benjamin J Neill, Neill, Terrill & Embree, LC, Leawood, KS
Terri Paglione, Mount Laurel Township, Mount Laurel, NJ
Dave Simmons, PSC Associates, LLC, Muncie, IN
Greg Stevens, City of Melbourne, Rowville, VIC, Australia
Michael G Sutton, Henderson County Assessor’s Office, Hendersonville, NC
Jeffrey G Taylor, Livingston Parish, Livingston, LA
Scott K Teruya, County of Maui, Kahului, HI
Scott T Vandermergel, Grosse Pointe Farms, MI
Teresa K Watts, Lee County Property Appraiser’s Office, Ft Myers, FL
William B Wetzel, The Sidwell Company, Saint Charles, IL
Dorothy K Wilbur, Town of Stow, Stow, MA
Mark Willard, Chaves County, Roswell, NM

15 Years
Kevin D Auton, Pike County PVA Office, Pikeville, KY
Charles Baldwin, Simpson County, Mendenhall, MS

20 Years
Leonard F Amari, Amari & Locallo, Chicago, IL
James R Atchison, CAE, Hennepin County Assessor’s Office, Minneapolis, MN
Richard E Batchelor, Kingman County, Kingman, KS
Booker Blumenberg, Calumet Township, Gary, IN
August Dettbarn, Douglas County, Kansas, Lawrence, KS
Mark E Edney, RES, Henderson County Assessor’s Office, Hendersonville, NC
Eugenia H Flynn, Tyler Technologies - CLT Appraisal Services, Tolland, CT
Sheila K Hambleton, Town of Nahant Board of Assessors, Nahant, MA
William M Harper, Elmore County Revenue Commission, Wetumpka, AL
Darrel L King, Monteau County, California, MO
Joseph J Kupsch, Borough of Sayreville, Perth Amboy, NJ
Marlene M Locke, Town of Danvers, Danvers, MA
William Mathews, Seattle, WA
Lois J Meyer, Manteno-Rockville Assessing, Manteno, IL
W Scott Moyer, Miami County, Troy, OH
Jack Pastermakci, CAE, Smith, Gendler, Shiel, Sheff, Ford & Maher, PA, Minneapolis, MN
Glen D Purdie, Steele County, Owatonna, MN
Linda Rae Shuffield, Yalobusha County, Water Valley, MS
Beth Weeks, Cedar Rapids City Assessor’s Office, Cedar Rapids, IA
Scott G Winter, RES, City of Milwaukee, Milwaukee, WI
Georgene Zimmerman, Adams County, Quincy, IL

25 Years
Peter M Caron, City of Lynn, Lynn, MA
Steven Hodgetts, Town of Middlefield, Middlefield, CT
Jeffrey A. Lee, Lake Villa Township, Lindenhurst, IL
James B Livers, Jim Livers, CPA, Frankfort, KY
Stephen A Neal, Ross County Auditor’s Office, Chillicothe, OH
Steven R Wells, CAE, Chesterfield County, Chesterfield, VA

30 Years
Victoria L Enyart, Michigan Tax Tribunal, Jackson, MI

35 Years
Calvin W Roberts, Sibley County, Gaylord, MN

40 Years
John L McDermott, McDermott & Associates, LLC, Columbia, CT

45 Years
Francis J Buckley, Jr, Buckley Appraisal Service, Inc, Niantic, CT

Fred F Bunch, Wal-Mart Stores, Inc, Bentonville, AR
May Meiuk Chiu, CAE, Saskatchewan Assessment Management Agency, Yorkton, SK, Canada
Janet Esposito, Portage County Auditor's Office, Ravenna, OH
Tim Fields, MapSync (CDP Engineers), Lexington, KY
Wesley K Graham, Allegheny County, Laporhe, PA
James Johnson, III, Hamilton County Assessor of Property, Chattanooga, TN
Nolan Johnson Lawon, Forsyth County Assessor’s Office, Winston Salem, NC
Steven D Mahoney, Town of Wellesley, Wellesley, MA
Wilton A Neal, Carroll County, Carrollton, MS
Charles G Palumbo, Glouster Township, Blackwood, NJ
David R Petraj, City of Ann Arbor, Ann Arbor, MI
Betsy A Quist, Town of Woodbridge, Woodbridge, CT
Susan G Rainville, Town of Lisbon, Lisbon, CT
Michele W Shafe, Clark County Assessor’s Office, Las Vegas, NV
Elaine M Taylor, Spartanburg County Assessor’s Office, Spartanburg, SC
Exposure Draft
The IAAO Bylaws section 11.1 was revised to include a new Chapters and Affiliates Committee in the list of standing committees. The change was approved by the Executive Board for exposure to the membership April 15, 2011. The intent and effect of the proposed change is to provide an updated list of standing committees.

Send comments by July 15, 2011, to IAAO Executive Director Lisa Daniels, daniels@iaao.org. This exposure draft was posted on the IAAO Web site as of May 5, 2011.

SECTION 11—COMMITTEES
11.1 STANDING COMMITTEES
The following committees are established as standing committees of the IAAO.

11.1.1 The Budget Committee
11.1.2 The Planning and Rules Committee
11.1.3 The Professional Development Committee
11.1.4 The Research Committee
11.1.5 The Technical Standards Committee
11.1.6 The Member Recognition Committee
11.1.7 The Membership Services Committee
11.1.8 The Ethics Committee
11.1.9 The Associate Members Committee
11.1.10 The USPAP and Appraiser Regulatory Advisory Committee
11.1.11 The Legal Committee
11.1.12 The Communications Committee
11.1.13 The Audit Committee
11.1.14 The Conference Content Committee
11.1.15 The Technical Assistance Committee
11.1.16 The Chapters and Affiliates Committee
Alabama
101—Fundamentals of Real Property Appraisal
Montgomery, September 26–30, 2011
The Center for Governmental Services sponsor the offerings listed above. For more details, contact Julia Heflin 334/844-4782.

Connecticut
311—Residential Modeling Concepts
Rocky Hill, October 17–21, 2011
The CT Chapter of IAAO sponsors the offering listed above. For more details, contact Melinda Fonda at 203/385-4025.

Florida
300—Fundamentals of Mass Appraisal
Tallahassee, September 12–16, 2011
The Florida Property Tax Oversight sponsors the offering listed above. For more details, contact Meghan Miller at 727/538-7312.

Illinois
101—Fundamentals of Real Property Appraisal
Chicago, August 8–12, 2011
102—Income Approach to Valuation
Chicago, August 22–26, 2011
The Illinois Property Assessment Institute sponsors the offerings listed above. For more details, contact Jim Jacobs 309/362-0300.

Indiana
102—Income Approach to Valuation
Valparaiso, July 11–15, 2011
101—Fundamentals of Real Property Appraisal
Fishers, August 22–26, 2011
300—Fundamentals of Mass Appraisal
Fishers, September 12–16, 2011
151—National USPAP
Huntington, October 11–13, 2011
101—Fundamentals of Real Property Appraisal
Valparaiso, October 24–28, 2011
400—Assessment Administration
Fishers, October 31–November 4, 2011
311—Residential Modeling Concepts
Fishers, November 14–18, 2011
102—Income Approach to Valuation
Bloomington, December 5–9, 2011
Indiana Chapter of IAAO sponsors the offerings listed above. For more details, contact Ginny Whipple 812/593-5308.

Iowa
101—Fundamentals of Real Property Appraisal
Des Moines, August 22–26, 2011
201—Appraisal of Land
Des Moines, August 22–26, 2011
112—Income Approach to Valuation II
Cedar Falls, November 28–December 2, 2011
400—Assessment Administration
Cedar Falls, November 28–December 2, 2011.
The Institute of Iowa Certified Assessors sponsor the offerings listed above. For more details, contact John Freese 319/824-6216.

Kansas
402—Tax Policy
Wichita, June 20–24, 2011
710—Valuation of Golf Courses
Wichita, June 27–29, 2011
311—Residential Modeling Concepts
Wichita, July 18–22, 2011
The South Central Kansas Regional Chapter of IAAO sponsors the offerings listed above. For more details, contact Todd Reynolds 316/660-9277.
101—Fundamentals of Real Property Appraisal
Wichita, July 18–22, 2011
112—Income Approach to Valuation II
Wichita, August 29–September 2, 2011
102—Income Approach to Valuation
Wichita, October 3–7, 2011
400—Assessment Administration
Manhattan, November 7–11, 2011
The Kansas County Appraisers Association of IAAO sponsors the offerings listed above. For more details, contact Cindy Brenner 620/873-7449 or kca@sbglobal.net.
102—Income Approach to Valuation
El Dorado, August 1–5, 2011
300—Fundamentals of Mass Appraisal
Topeka, August 29–September 2, 2011
The Kansas Department of Revenue sponsors the offerings listed above. For more details, contact Marilyn Cathey 785/296-4218.
112—Income Approach to Valuation II
Olath, June 20–24, 2011
Kansas City Chapter of IAAO sponsors the offerings listed above. For more details contact Sackey Kweku 816/881-3307.

Louisiana
151—National USPAP
Lafayette, June 27–29, 2011
151—National USPAP
Lafayette, June 29–July 1, 2011
The Louisiana Assessors’ Association sponsors the offering listed above. For more details, contact Rich Bailey 318/327-1300, Ext. 110.

Massachusetts
158—Highest & Best Use
Amherst, August 10–11, 2011
The Massachusetts Association of Assessing Officers sponsors the offering listed above. For more details, contact Robert Eliia 774/249-8625.
402—Tax Policy
Billerica, October 3–7, 2011
The Massachusetts Chapter of IAAO sponsors the offerings listed above. For more details, contact Karen Rassias 978/363-1100, Ext. 116.

Missouri
300—Fundamentals of Mass Appraisal
Blue Springs, August 1–5, 2011
402—Tax Policy
Blue Springs, August 15–19, 2011
311—Residential Modeling Concepts
Blue Springs, October 17–21, 2011
Kansas City Chapter of IAAO sponsors the offerings listed above. For more details contact Sackey Kweku 816/881-3307.

Nebraska
100—Understanding Real Property Appraisal
Kearney, October 3–4, 2011
150—Math for Assessors
Kearney, October 5–6, 2011
102—Income Approach to Valuation
Kearney, October 3–7, 2011
452—Fundamentals of Assessment Ratio Studies
Columbus, October 12–14, 2011
400—Assessment Administration
Gering, October 24–28, 2011
300—Fundamentals of Mass Appraisal
Gering, November 14–18, 2011
The Nebraska Department of Revenue Property Assessment Div. sponsor the offerings listed above. For more details, contact Jody Warfield 402/471-5982.

New Hampshire
158—Highest and Best Use
Concord, August 10–11, 2011
300—Fundamentals of Mass Appraisal
Concord, September 26–30, 2011
The New Hampshire Association of Assessing Officials sponsor the offering listed above. For more details, contact Rick Brideau 603/432-1100, ext. 109.

New York
158—Highest and Best Use
Ithaca, July 18–19, 2011
The New York State Chapter IAAO sponsor the offering listed above. For more details, contact Thomas Frey 845/344-0292.

North Carolina
400—Assessment Administration
Chapel Hill, August 8–12, 2011
The School of Government sponsor the offering listed above. For more details, contact Carolyn Boggs 919/966-4157.

Ohio
101—Fundamentals of Real Property Appraisal
Delaware, June 27—July 1, 2011
400—Assessment Administration
Delaware, August 29–September 2, 2011
102—Income Approach to Valuation
Coshocton, October 31–November 4, 2011
The Ohio Ad Valorem School sponsor the offering listed above. For more details, contact Robert Graham 330/935-2997, ohioadvalorem@neo.rr.com.

Tennessee
600—Principles & Techniques of Cadastral Mapping
Nashville, June 20–24, 2011
102—Income Approach to Valuation
Brentwood, July 11–15, 2011
151—National USPAP
Brentwood, September 26–28, 2011
400—Assessment Administration
Brentwood, November 14–18, 2011
The Division of Property Assessments sponsor the offering listed above. For more details, contact James Woodyard 615/401-7789.

TEXAS
151—National USPAP
Houston, September 7–8, 2011
191—USPAP 7-Hour Update
Houston, September 9, 2011
191—USPAP 7-Hour Update
Round Rock, September 12, 2011
101—Fundamentals of Real Property Appraisal
Houston, September 12–16, 2011
552—Personal Property Auditing-Basic
Houston, September 26–28, 2011
553—Personal Property Auditing-Advanced
Houston, September 28–30, 2011
311—Residential Modeling Concepts
Houston, September 26–30, 2011
102—Income Approach to Valuation
Houston, October 3–7, 2011
162—Marshall & Swift-Residential
Houston, October 10–11, 2011
163—Marshall & Swift-Commercial
Houston, October 12–13, 2011
158—Highest and Best Use
Round Rock, November 1–2, 2011
402—Tax Policy
Houston, November 7–11, 2011
Texas Association of Appraisal Districts sponsors the offerings listed above. For more details, contact Doris Koch 512/467-0402.

UTAH
112—Income Approach to Valuation II
Salt Lake City, July 11–15, 2011
The Utah Chapter of IAAO sponsor the offering listed above. For more details, contact Tiffany Opheikens 801/399-8136.

VERMONT
201—Appraisal of Land
White River Junction, August 22–26, 2011
101—Fundamentals of Real Property Appraisal
White River Junction, October 3–7, 2011
The Property Valuation and Review, State of Vermont Tax Dept. sponsor the offering listed above. For more details, contact Felicia Martineau 802/828-5862.

VIRGINIA
710—Valuation of Golf Courses
Manassas, September 12–13, 2011
Virginia Association of Assessing Officers sponsor the offering listed above. For more details, contact Catherine Brincefield 703/324-4812 or Catherine.brincefield@fairfaxcounty.gov.
191—USPAP 7-Hour Update
Hampton, September 15, 2011
Virginia Association of Assessing Officers sponsors the offering listed above. For more details, contact Kim Smith 757/385-8851.

WISCONSIN
300—Fundamentals of Mass Appraisal
Milwaukee, October 24–28, 2011
The Wisconsin Association of Assessing Officers sponsor the offering listed above. For more details, contact Paul Koller 262/797-2461 or pkoller@newberlin.org.

BY COURSE

Course 100—Understanding Real Property Appraisal
October 3–4, 2011, Nebraska ( Kearney )
Course 101—Fundamentals of Real Property Appraisal
June 27–July 1, 2011, Ohio ( Delaware )
August 8–12, 2011, Illinois ( Chicago )
August 22–26, 2011, Indiana ( Fishers )
August 22–26, 2011, Iowa ( Des Moines )
September 12–16, 2011, Texas ( Houston )
September 26–30, 2011, Alabama ( Montgomery )
October 3–7, 2011, Vermont ( White River Junction )
October 24–28, 2011, Indiana ( Valparaiso )
Course 102—Income Approach to Valuation
July 11–15, 2011, Indiana ( Valparaiso )
July 11–15, 2011, Tennessee ( Brentwood )
August 1–5, 2011, Kansas ( El Dorado )
August 22–26, 2011, Illinois ( Chicago )
October 3–7, 2011, Nebraska ( Kearney )
October 3–7, 2011, Kansas ( Wichita )
October 3–7, 2011, Texas ( Houston )
October 31–November 4, 2011, Ohio ( Coshocton )
December 5–9, 2011, Indiana ( Bloomington )
Course 112—Income Approach to Valuation II
June 20–24, 2011, Kansas ( Olathe )
July 11–15, 2011, Utah ( Salt Lake City )
August 29–September 2, 2011, Kansas ( Wichita )
November 28–December 2, 2011, Iowa ( Cedar Falls )
Workshop 150—Math for Assessors
October 5–6, 2011, Nebraska ( Kearney )
Workshop 151—National USPAP
June 27–29, 2011, Louisiana ( Lafayette )
June 29–July 1, 2011, Louisiana ( Lafayette )
September 7–9, 2011, Texas ( Houston )
September 26–28, 2011, Tennessee ( Brentwood )
October 11–13, 2011, Indiana ( Huntington )
Workshop 158—Highest and Best Use
July 18–22, 2011, Ohio ( Delaware )
August 12–16, 2011, Florida ( Tallahassee )
September 26–30, 2011, New Hampshire ( Concord )
October 24–28, 2011, Wisconsin ( Milwaukee )
November 14–18, 2011, Nebraska ( Gering )
Course 311—Residential Modeling Concepts
July 18–22, 2011, Kansas ( Wichita )
September 26–30, 2011, Texas ( Houston )
October 17–21, 2011, Missouri ( Blue Springs )
October 17–21, 2011, Connecticut ( Rocky Hill )
November 14–18, 2011, Indiana ( Fishers )
Course 400—Assessment Administration
August 8–12, 2011, North Carolina ( Chapel Hill )
August 29–September 2, 2011, Ohio ( Delaware )
October 24–28, 2011, Nebraska ( Gering )
October 31–November 4, 2011, Indiana ( Fishers )
November 7–11, 2011, Kansas ( Manhattan )
November 14–18, 2011, Tennessee ( Brentwood )
November 28–December 2, 2011, Iowa ( Cedar Falls )
Course 402—Property Tax Policy
June 20–24, 2011, Kansas ( Wichita )
August 15–19, 2011, Missouri ( Blue Springs )
October 3–7, 2011, Massachusetts ( Billerica )
November 7–11, 2011, Texas ( Houston )
Workshop 452—Fundamentals of Assessment Ratio Studies
October 12–14, 2011, Nebraska ( Columbus )
552—Personal Property Auditing-Basic
September 26–28, 2011, Texas ( Houston )
Workshop 533—Personal Property Auditing-Advanced
September 28–30, 2011, Texas ( Houston )
Course 600—Principles and Techniques of Cadastral Mapping
June 20–24, 2011, Tennessee ( Nashville )
Workshop 710—Valuation of Golf Courses
June 27–29, 2011, Kansas ( Wichita )
September 12–13, 2011, Virginia ( Manassas )

For more information about sponsoring IAAO classes contact Education Manager Jean Spiegel, spiegel@iaao.org. Please contact the individual coordinator listed for each state’s offerings for enrollment/registration information.
PROPERTY TAX PROFESSIONALS—
RETIREES
Cost-containment Advisors

Our property tax practice continues to expand, and we are looking for retirees with experience in commercial property taxes (personal property, peal property and unitary valuations).

No need to relocate. If you are interested in additional income, exciting and varied virtual work, and flexible hours please contact via email with a recent bio to kittyg@cost-containment-advisors.com. Please refer to this IAAO ad.

RAILROAD & PIPELINE APPRAISAL
CONSULTANT
VA Dept. of Taxation

(#N0179) The VA Dept. of Taxation’s Property Tax Unit (Railroad and Pipeline Section) seeks a detail-oriented individual to conduct appraisals for state and local taxation; the rolling stock of railroad and freight car line companies; and the real estate and personal property of railroads and interstate pipeline transmission companies. Hiring salary is commensurate with experience. Open Until Filled.

To obtain a detailed job posting and to apply on-line, please visit www.tax.virginia.gov and click on Career Center/Job Opportunities/Apply. Outside tax/accounting service prohibited. Background checks will be conducted. EOE

MANAGER, COMMERCIAL PROPERTY
Harris County Appraisal District, Houston, Texas

Human Resources Division
P.O. Box 920975
Houston, Texas 77292-0975
(713) 812-5815

JOB TITLE: Manager, Commercial Property POSITION NO.: 420568
POSITION IS: _X_Exempt___Non-Exempt TDLR REGISTRATION: Required
TODAY’S DATE: April 11, 2011
DIVISION: Commercial Property
DESCRIPTION/QUALIFICATIONS:
Perform duties involving the functions and activities associated with the appraisal of assigned classes of properties including inspection, data collection, analysis, application of appropriate valuation approaches and techniques, review and exercise broad discretion regarding appraised values. Will represent the Chief Appraiser and the district in the informal and formal protest hearing process. Ensure that the Commercial Property Division operates and supports the appraisal district’s mission, goals and objectives.

EDUCATION AND EXPERIENCE:
Graduate of an accredited four (4) year college or university with major emphasis in real estate appraisal.
A minimum seven (7) years responsible experience in professional appraisal techniques and procedures.
Must have experience with the use of a personal computer with the Windows operating system and specific skills in data research; working knowledge of HCAD’s CAMA system preferred.

Extensive administrative and management experience.
Extensive knowledge of property appraisal laws and methods of appraisal.

Demonstrate ability to lead and direct others and deal with the general public.

Must register with the TDLR and have attained or working toward a TDLR Appraiser License/Certification.

Position requires use of personal vehicle. A valid Texas driver’s license with proof of liability insurance is mandatory with a verified acceptable driving record.

Physical and Mental Abilities:
Must have sufficient mobility to visit property sites that may feature rough terrain and to work outdoors in unfavorable weather conditions. Must be able to sit or stand for extended periods of time with ability to reach, bend and move up/down on steps. Must be able to lift up to 50 pound file boxes. The position requires considerable concentration, creativity and ability to manage time effectively. It is subject to stress caused by a changing public environment, diversity in the organization, mandatory deadlines and heavy workload. Requires the ability to operate office equipment and communicate on the telephone and face to face. Requires the ability to ask questions that will bring forth the information needed to make sound decisions.

SALARY: This position is classified in Salary Group D3. The starting salary for this position $60,223.

CLOSING DATE: Applications/resumes should be submitted to the Human Resources Division, 13013 Northwest Freeway, Houston, TX 77040, this position will be open until filled. You must attach a transcript if you list any college or university attendance. This is a security sensitive position; a background check will be performed.
Contact Advertising Sales Representative Mario Gipson to place your classified ad on the IAAO Web site and in Fair & Equitable. Gipson@iaao.org • 816/701-8131

ASSISTANT ASSESSOR
City of Norwalk, Connecticut

Annually: $87,631.00 - $103,578.00
Performs appraisal and administrative work in the valuing of taxable property to establish the Grand List; provides technical and administrative assistance to the Assessor; and assumes responsibility for the office in his/her absence. Bachelor's degree in Business, Accounting or closely related field and four years of increasingly responsible experience in real and personal property appraisal work including two years of municipal assessment work. CCMA I; CCMA II certified.
For detailed information, minimum requirements, closing date and application procedures go to: http://agency.governmentjobs.com/norwalk/default.cfm

LAND PRESERVATION TAX CREDIT COMPLIANCE MANAGER
Richmond, VA
(#N0110) The VA Dept. of Taxation seeks a highly professional individual to serve as Land Preservation Tax Credit (LPTC) Compliance Manager. The incumbent will manage the activities of a unit that reviews LPC applications to assure compliance with the Code of Virginia. This unit is responsible for reviewing taxpayer documentation to verify the fair market value of donated property, and determine if further review or audit is required. The incumbent will interact with other TAX operating units, tax professionals, and taxpayers.
The desired candidate must be highly analytical with the demonstrated ability to research, analyze and evaluate data to identify key issues, arrive at logical conclusions and present findings to management; demonstrated project management and/or knowledge of management principles and practices to effectively lead and supervise staff engaged in auditing and appraisal work activities; demonstrated ability to interpret state federal statutes and case law relative to tax incentives; ability to make sound decisions; demonstrated ability to establish rapport with diverse internal and external customers; and demonstrated ability to communicate effectively both orally and in writing is essential. The anticipated hiring salary is commensurate with experience up to $82,000 annually.
To obtain a detailed job posting and to apply on-line, please visit www.tax.virginia.gov and click on Career Center/Job Opportunities/Apply. Outside tax/accounting service prohibited. Background checks will be conducted.
EOE

PROGRAM MANAGER I
Clark County, Vancouver WA

Clark County, Vancouver WA Assessor’s Office—Residential Appraisers
This position manages and oversees program and personnel activities for a staff of residential property appraisers and will be tasked with designing and implementing process improvement initiatives, adjusting work processes and procedures inclusive of technological enhancements or policy changes. Supervisory responsibilities include planning and scheduling workflow, assigning staff, ensuring training, coordination and evaluation of appraisal employees.
Requires a job-related Bachelor’s degree. PMP (Project Management Professional) designation preferred
The salary range is $4,952 – $7,050 per month.
For complete details and to apply online, see our website at http://www.clark.wa.gov/hr/employment/job-openings.html
EOE

PROPERTY INSURANCE INSPECTORS
Field Work throughout MULTIPLE STATES
JMI Reports completes residential and commercial property insurance inspections for numerous P&C companies throughout OH, MI, IL, IN, MN, WI, IA, NE, KS, MO, KY, TN, PA, VA, NC, SC, GA, FL. We are looking for good, reliable field inspectors to join our team and work part-time as independent contractors. This work is closely related, and can easily fit in with your assessors schedule in the field.
Go to www.jmireports.com and click on the CAREERS tab. Complete the online registration in this area if interested.

SENIOR DATA ANALYST
Multnomah County, Portland, Oregon
Multnomah County Division of Assessment, Recording and Taxation, located in Portland, Oregon http://www.portlandalliance.com/about_portland/portland-facts.html, is seeking applicants for a full-time Data Analyst Senior. This position performs advanced level professional, technical and analytical duties relating to the functional use, operation, maintenance, and enhancement of Multnomah County Assessment, Recording and Taxation (DART) Systems; assists users in the analysis and timely resolution of business process issues; exercises judgment within broadly defined limits; to perform a variety of complex analytical duties relative to producing the annual tax roll including related state mandated reports; and furthers development of computer assisted assessment techniques. Work is highly varied and complex requiring knowledge of as-
essment and taxation-specific processes and methods. The incumbent must frequently exercise independent professional judgment in designing, developing, and interpreting complex reports and studies. This position is frequently responsible for assisting users and senior/executive managers in the analysis and timely resolution of complex, time sensitive, and mission critical issues.

**Minimum Qualifications**

Education/Training: Equivalent to a Bachelor’s degree from an accredited college or university with major course work in statistics, computer science, business, real estate or a related field; AND

Experience: Five years of increasingly responsible computer applications, property tax and/or real estate data analysis and experience; AND

Other: Requires the ability to pass a criminal records check. For complete job information and application instructions, go to [http://web.multco.us/jobs](http://web.multco.us/jobs)

Multnomah County is an equal opportunity employer. Applicants representing the diversity of Multnomah County are invited to apply.

Salary Range: $29.04 - $35.71 Hourly

Closing Date: Open until sufficient number of applicants are received

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**Fundamentals of Tax Policy**  
(Members $60, Nonmembers $75)

Fundamentals of Tax Policy explores the concepts and philosophy of taxation, the underlying systems for taxation, and the effects of taxation, thus offering insight into current tax policy debates. The book presents a broad overview of general tax policy with an emphasis on property tax policy. This book will be useful to local, state, and provincial assessing officers and tax officials, members of the academic community, legislators, tax researchers, and governmental administrators.

The book was authored by Richard Almy, Alan Dornfest, AAS, and Daphne Kenyon, Ph.D.

To order, go to [www.iaao.org](http://www.iaao.org) and click on Marketplace, the IAAO online ordering system!
Here’s some news you can feel really good about. May and June are turning out to be exciting months for IAAO. The association is introducing several new and innovative benefits for members.

The five major additions are as follows:

- A new, improved AssessorNET
- The InfoTrac journal database from IAAO Library Services
- A new Mass Appraisal Revaluation Template and Mass Appraisal Revaluation Experience Log
- A new online 7-hour USPAP course

Each of these new benefits offers choices to members who want multiple ways to access information and find solutions. IAAO seeks to provide additional choices to accommodate changes in technology, adjust to economic considerations, and improve everyday workflows.

The choice of communication and networking tools depends on your communication style, location, time of day, the type of information you are seeking, and whether you have access to the Internet, among other factors.

The new AssessorNET has the potential to profoundly affect how members communicate and network. It has expanded beyond a simple discussion forum to a variety of tools that allow work-group collaboration, easier identification of other members (including photos), and communication within a secure IAAO networking environment. Over the summer, articles will be published in F&E explaining new features of the software, once members have had time to explore this new communication tool.

The InfoTrac journal database, provided by the IAAO library, allows access to 100 journal titles on real estate appraisal and public administration. The database offers additional research capabilities and international access. IAAO Librarian Mary Odom writes more about this benefit on page 13 of this issue.

The new Mass Appraisal Revaluation Template and Mass Appraisal Revaluation Experience Log provide a more systematic way of documenting both the mass appraisal process (to demonstrate compliance with USPAP) and appraisal skills to meet accreditation requirements. Gil Bulman, CAE, chair of the USPAP and Appraiser Regulatory Advisory Committee, furnishes more information on page 36 of this issue.

The 7-hour online USPAP course, provided through McKissock, LP, fills a demand for additional online education products. More information about this online offering is on page 26 of this issue.

The F&E Digital Edition, an online, page-flipping version of the print edition, is available beginning with this issue at www.iaao.org. The following is a brief chronology of events leading to this new benefit:

- January—F&E magazine underwent a major redesign.
- February—IAAO published the results of its Communication Practices Survey. Twenty-eight percent of participants indicated a high level of interest in an online version of F&E.
- March—The Communications Committee prepared a report of options, costs, and required resources for the Executive Board.
- April—The Executive Board approved recommendations by the Communications Committee to implement the F&E Digital Edition in addition to the print edition.
- May—IAAO purchased software to implement the plan.
- June—The F&E Digital Edition is introduced. Beginning with the January 2011 issue, F&E is made available to members in both print and digital formats.

Benefits of the digital edition include the following:

- Ability to search an issue by keyword
- Ability to translate page content into 10 different languages
- 24/7 access from Web browsers
- Live links to IAAO Web content
- Live e-mail links to IAAO officers
- Access from mobile devices including iPads and tablet computers.

While all these new benefits are very exciting, additional benefits are planned for the coming months, particularly in the area of education. IAAO will evaluate the effectiveness of these benefits based on your feedback. Be sure to let IAAO officers and staff know what you think and what you like.

Personally, I am most involved with IAAO publications, including F&E, so I look forward to receiving your comments about upgrades to this particular benefit. Send me a note at bennett@iaao.org.

The world is constantly being redefined by change, and IAAO is changing with it. One thing that has not changed throughout the 77-year history of IAAO is its conservative values. The combination of willingness to change and adherence to established values allows IAAO to succeed—and that is something that all IAAO members can feel good about.

Chris Bennett
Call for Webinar Presenters

IAAO is calling all members who have expertise in defined areas to consider presenting a 2-hour Webinar on behalf of the association.

If you feel that you are qualified to speak on any of the topics listed below via an IAAO Webinar, contact Director of Membership, Robin Parrish at parrish@iaao.org for more details.

Topics of Interest

- Billboards
- Car Dealerships
- Car Washes
- Casinos
- Cell Phone Towers
- Churches
- Contaminated Land
- Convenience Stores/Gas Stations
- Fitness Centers
- Flex Buildings
- Golf Courses
- Green Buildings
- Historical Property
- Hospitals/Surgical Centers
- Landfills/Rock Quarries
- Marinas
- Mortuaries/Cemeteries
- Restaurants
- Self Storage Units
- Ski Resorts
- Subsidized Housing
- Swimming Pools/Recreational Properties
- Theaters

2011 Webinar Calendar

Using Excel to Select and Display Comparable Sales (FREE WEBINAR)
presented by Larry Clark, CAE
Noon-2:00 pm CDT, June 29, 2011

Claiming the Unclaimed: How Tax Collectors Can Claim Property to Satisfy Delinquent Taxes
presented by Lorie Domnas
Noon-2:00 pm CDT, July 13, 2011

IAAO Benefits (FREE WEBINAR)
presented by Mary Odom, Larry Clark, CAE, and Robin Parrish
Noon-1:00 pm CDT, July 27, 2011

Shake-up in the 2011 Real Estate Market
presented by Timothy P. Sullivan
1:00-3:00 pm CDT, August 17, 2011

Price Is What You Pay; Value Is What You Get: The Valuation of Mall Department Stores
presented by Greg Lafakis, CAE, and Joseph Ryan
Noon-2:00 pm CDT, October 19, 2011

Quarterly Market Update
presented by Peter Korpacz
1:00-3:00 pm CST, November 16, 2011

That Which Causes Us Trials Shall Yield Us Triumph! The Role of the Valuation Witness in the Assessment Appeal Process
Greg Lafakis, Esq., CAE, and Ellen Berkshire, Esq.
Noon-2:00 pm CST, December 14, 2011