Analysis of Building History Can Enhance Future Land Use Planning
Morgan B. Gilreath, Jr.
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*Morgan B. Gilreath, Jr.*

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Cover photo—Florida from Space, courtesy of NASA

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From the President

Bruce Woodzell

Mother Nature may be forgiving this year, or next year, but eventually she’s going to come around and whack you. You’ve got to be prepared.

— Geraldo Rivera

Dear IAAO Members,

Mr. Rivera has it right! Having experienced a 5.8-magnitude earthquake on August 23 and then the winds and rain of Hurricane Irene a few days later, I have certainly become more familiar with the awesome power of Mother Nature. All is well here at home, but I offer my sympathies to the many IAAO members and their families on the East Coast who endured the destruction from these two powerful acts of nature. We all hope that the weather will be more agreeable for the rest of the fall season.

In mid-August, my wife, Reba, and I attended the Tennessee Chapter of IAAO meeting in Nashville. Upon our arrival, we were greeted by President Robert Lee, who took us for a tour of the Tennessee State Capitol Building, followed by a visit to the Division of Property Assessments offices, managed by IAAO Past President Tom Fleming, CAE. Tom was my very first IAAO instructor, and he had just celebrated his 45th year as an IAAO member.

Later that afternoon, President Lee and I attended an IAAO Candidates Club meeting—be forewarned, the State of Tennessee vows to do whatever it takes to win back the Virginia Cup next year. The next day at the chapter meeting, I had the opportunity to speak with this dedicated group of IAAO members. Over the next day and a half, I attended many of the educational presentations. This year’s program featured a speech by Tennessee Deputy Governor Claude Ramsey and also a detailed presentation on how to use the IAAO Web site by Greg Moody, CAE. I thoroughly enjoyed the entire program, which was filled with talented speakers on a variety of current topics.

I’ve said many times that serving as President has presented me with numerous rewards, both professionally and personally. I have had the opportunity to experience so many different places around the world, discuss IAAO business, hear about local issues, renew old friendships, and establish new relationships. In addition to all my new friends in Tennessee, it was great to visit with former executive board member Faye White, CAE, IAAO Past President Barry Murphy, CAE, and current board member, Jim Weaver, CAE, AAS. Congratulations to President Lee and all the Tennessee chapter members who made this meeting so successful. Thanks for all your southern hospitality.

In early September, I attended the Missouri State Assessors’ Association Conference in Branson, Missouri. The citizens of Missouri have had a challenging year with snow, drought, and a devastating tornado that severely damaged Joplin. As for property assessment, I heard from many jurisdictions this year about “doing more with less.” With that in mind, the State of Missouri has cut the parcel assessment reimbursement expense paid to local assessing offices by almost half, from $6.00 per parcel to a current rate of $3.41. Talk about a tough year! But in true pioneer spirit, these Missouri-

(continued on page 16)
As appraisers, we are inquisitive souls, living testimonies to and daily companions with human-kind’s most famous unsolvable, single-word riddle, “Why?” So, when a newspaper asked, “When was the last hotel built on Daytona Beach?” it didn’t seem unusual that this simple request would morph, within a couple of days, into a major research project.

Seeking answers, the Volusia County Property Appraiser’s office reviewed Year Built for hotels, first beachside and then all of Volusia County (1,200 square miles, 285,810 real estate properties, and 500,000 people). Next we analyzed the history of every building in the county, by location and property type. To verify the initial findings, we researched data from ten other Florida counties. The results indicate that assessment database history can be an important tool in predictive land use and revenue models.

How Important Is the Past?
A Spanish American, Harvard-educated philosopher, George Santayana, is credited with the saying, “Those who cannot remember the past are condemned to repeat it” (Santayana 1905). In one of my poems, I wrote, “Why not listen to the old instead of trying to be bold, always wanting to begin where they’ve already been.”

Perhaps this article is really about listening to data and following the echoes. Following the trail of one simple database element, Year Built, appears to support a hypothesis for establishing and predicting levels of land use utilization for entire communities. Can Year Built also be used to establish threshold-level land utilization? If so, could it also indicate land use saturation levels (the enough is enough syndrome)? To assist in answering this question, a challenge to the assessment industry is, “Where did we come from and how did/do we grow? Inquiring minds want to know.”

From 1950 until today, through all the various economies, growth in residential properties (hundreds of thousands of properties and billions of investment dollars) as a percentage of total properties constructed never varied more than 4 percent from decade to decade.

Although St. Augustine, Florida, is the oldest city in the United States, most of the remainder of Florida was developed after 1800. Our research into Year Built was limited to buildings still standing. With that qualifier, Volusia County’s building history information begins about 1850. The data were segmented into the following time-frame brackets: 1850–1899, 1900–1949, 1950–1959, and so on in 10-year increments, ending with 2010–2011 (first half of year). Although 99 property classes are delineated in Florida’s legal data requirements, we condensed those into five general property types: residential, commercial, industrial, institutional, and governmental; see figure 1.

The bracketed time frames include economic times ranging from recession, to inflation, to boom and bust. From
1950 until today, through all the various economies, growth in residential properties (hundreds of thousands of properties and billions of investment dollars) as a percentage of total properties constructed never varied more than 4 percent from decade to decade. During the past 61 years, residential properties built in Volusia County ranged from 89 to 92 percent of total construction. Does this reflect what the county is (i.e., a residential versus a commercial community)? Or is this simply a typical mix of the percentage of residential to total buildings in the way communities develop?

The results of the review of Volusia County’s building construction history were stunning. Leaping out of the analysis was an incredible consistency in the type and mix of properties built over time (see figure 2). This led to more questions, such as, How typical is the county within the state of Florida? And is there a relativity in the composition of property types throughout other states? Or is there a consistency that could or should be expected in newly developing rural to suburban-urban economies?

The construction industry in Florida and perhaps in many other places is an important part of the capital formation that underpins entire economies. Housing has a major impact on the labor market and also on the financial and economic outlook, and all these segments are suffering in the current economic slump. Can knowing what was built and when it was built provide useful information or predictors for other areas of the economy? At this stage, our still-incomplete analysis answered that question with a resounding yes.

Do Other Florida Counties Show Similar Historical Patterns?

The City of Jacksonville (Duval County), Florida, was our first foray into data from other counties. Jacksonville, located on Florida’s Atlantic coast, is a dynamic metropolitan seaport city with an impressive high-rise commercial downtown skyline that includes EverBank Field, home of the Jacksonville Jaguars professional football team. Duval County’s residential building construction to total building construction over the 1850–2011 time frame ranged from 83 to 94 percent, very similar to the percentages for Volusia County. Duval’s percentage also included the rebuilding that occurred after a disastrous fire in 1901 burned 146 city blocks and left 2,368 people homeless. This finding, along with the data in figure 3, appears to indicate that about 90 percent of building construction in a community may be expected to be residential. The percentages of other property types to total construction also appear very similar.

In an attempt to determine exactly what this finding means, we performed the same analysis on 10 other Florida counties—rural, metropolitan, east and west coasts, panhandle, and land-locked counties. For each property type (residential, commercial, industrial, institutional, and governmental), the data represent the number of properties (still standing) constructed from 1850 until now as

Figure 1. Percentage of development in residential, commercial, industrial, institutional, and governmental property categories, 1850–2011, Volusia County, Florida

![Figure 1](image-url)
a percentage of the total properties built (www.myflorida.com/dor).

The demographic and value information in table 1 illustrates the diversity of the counties studied. The objective was to test whether size and type of economy (rural, urban, metropolitan, and so on) affect an area’s growth, in terms of the mix of property types being constructed.

Figure 3 displays an incredible historical consistency in percentages of residential construction to total construction in these 11 counties from 1850 to 2009 (the latest data available from the Florida Department of Revenue Web site). Each county has its own unique local economy and real estate market, its own econometric mix. Nevertheless, the data indicate that approximately 93 percent of property constructed, regardless of the economic, business, or political circumstance, can be expected to be residential.

Figures 4, 5, 6, and 7, for commercial, industrial, institutional, and governmental property, respectively, in these 11 counties, also show relative consistency in terms of property clas-
The figures show the percentages of each property type constructed during the same time frames as a percentage of the total properties built. While there is some variation, there is also an undeniable consistency in general percentage of properties constructed that could be utilized as a predictor in planning for the future.

In addition, because of Florida’s standard required coding of property classes, commercial property may be further broken down into 30 different strata of data, which might be used to assist in predicting the amounts of future development in different segments of service industries. These historical real-market data are based on what free markets have already done and incorporate pre-existing market supply and demand characteristics. In my opinion, basing predictions on sound historical market evidence should produce fairly reliable results.

Historical data for buildings constructed only in the 30 commercial property classes are shown in figure 8. Although the numbers vary, the types of commercial service businesses are fairly consistent over a wide variety of counties.

Is Historical Data a Predictive Tool?
These findings appear to essentially present a hypothesis (through historical precedent, albeit from only 11 Florida counties) that the composition or types of buildings built may represent a predictable percentage of all building construction, regardless of international, national, or local economic conditions, which generally affect the numbers of properties built. In addition, it appears that these percentages may be used to estimate when a given property type (i.e., community shopping center, strip mall, and the like) has reached a saturation point, in terms of the numbers of properties in
that particular use. A study of both the numbers and chronological history of properties built appears to provide a range that might also be interpreted as describing threshold and/or saturation levels for a wide range of property uses.

A few questions come to mind: Are these percentages of property types indicative of other areas across America? Could these percentages be utilized for simulating the creation of massive (city-sized) development projects in other parts of the world? In other words, could this type of data be utilized to assist in urban planning?

When combined with analysis of the revenue contribution ratios of the differing types of properties, could these data be used to accurately predict revenues from future developments? Would these data help developers and investors make better decisions about what to build, where to build it, and whether to invest at this time and in this place? In my opinion, the answer to all of these is, of course they can.

The general consistency of the various specific uses within the general property classification of commercial property in figure 8 is quite striking because of the wide variation in demographics and economic base in the 11 counties. An initial and almost cursory view of the value data for these 11 Florida counties shows ratios similar to those for the numbers of buildings constructed. Specific ratios and actual revenue estimates for proposed large-scale future developments could be generated by using these data as a basis. However, calibration would be required for types of property tax exemptions and tax rates, all of which vary from state to state and are outside of the scope of this article.

The general assumption that these data could also be used for estimating revenue appears sound. With an estimated number of properties or residents, the percentages could be used to back into estimates of the numbers of properties of various types needed to support the estimated residential properties or expected population.

Would these data help developers and investors make better decisions about what to build, where to build it, and whether to invest at this time and in this place? In my opinion, the answer to all of these is, of course they can.

Thus far we have been reviewing the history of building construction and the numbers of buildings in various classifications as a percentage of the total. In terms of existing buildings, table 2 illustrates that, for similar property type groupings, the percentage of properties built and the percentage of existing groupings are essentially the same. I think this means that the market became what the history indicated was being built and that these percentages are good to go for comparative usage.
Table 2. Percentage of total properties built and existing properties in Volusia County, Florida, by property type

<table>
<thead>
<tr>
<th>Type of Property</th>
<th>Total Building Construction (%)</th>
<th>Existing Properties (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>91.3</td>
<td>94.4</td>
</tr>
<tr>
<td>Commercial</td>
<td>4.2</td>
<td>4.0</td>
</tr>
<tr>
<td>Industrial</td>
<td>0.9</td>
<td>0.8</td>
</tr>
<tr>
<td>Institutional</td>
<td>0.8</td>
<td>0.6</td>
</tr>
<tr>
<td>Governmental</td>
<td>0.5</td>
<td>0.3</td>
</tr>
<tr>
<td>Other</td>
<td>2.3</td>
<td>0.5</td>
</tr>
</tbody>
</table>

A Straightforward Example

Consider an example of an investor deciding whether to invest in a community shopping center in Volusia County, Florida. Two sites are proposed by a commercial real estate broker: one in the City of Ormond Beach and the other in the City of Port Orange. The questions of whether to invest and where to build involve a great deal of other financial issues. In this example, however, only historical data on the existing numbers of community shopping centers in both cities and their comparison with data from other counties in Florida are being analyzed.

Figure 9 shows the percentages of commercial property classes for the two communities. The City of Ormond Beach has a population of 38,137 and its real estate parcels total 19,030; the City of Port Orange has a population of 56,048 and its real estate parcels total 23,460. Both are vibrant communities in Volusia County.

Table 3 (page 10) shows the percentages of buildings in each of the 30 commercial classes for all 11 counties. In Volusia County, community shopping centers have a median percentage of 1.7 percent and represent 4.4 percent of the properties. At this decision point level, an investor or developer would probably want to examine comparable data from other similar counties (i.e., Volusia versus comparable counties). (On a larger scale, average or median data might be better.)

In this example, comparing Volusia with other counties similar in size and economic mix could indicate whether Volusia is over- or under-built in a particular use type. Of the 11 Florida counties examined, the most comparable in size and economic mix are Brevard and Polk. With community shopping centers representing 0.6 percent of the commercial property built in Brevard and 2.9 percent in Polk, Volusia’s 4.4 percent is higher than either of these two counties.

More specifically, the same data for the two cities shows that in Ormond Beach community shopping centers represent 4.4 percent of total buildings, similar to the county number. However, in Port Orange, community shopping centers account for 13.7 percent of the total. These data might lead an investor or developer who is somewhat unfamiliar with the area to seek further market research or perhaps to deduce that Ormond Beach might offer a more competitive location than Port Orange for a community shopping center at the present time.

Consider another example, in which a major land development would include 5,000 new residential properties. How would this affect other land uses (the surrounding business com-
Based on the assumption that residential property will make up 91.3 percent of the land use mix, the total number of properties expected to be built would be 5,476 (5,000 ÷ 0.913). Based on the land use mix of the 11-county study, the other properties to be built would be as shown in table 4.

Next, apply the percentages of the 30 individual commercial property classes that history has indicated for Volusia County (see table 3) and multiply each by the 230 commercial properties indicated in table 4. This calculation provides an indication of the number of buildings, based on Volusia's past building history, that would be required to support 5,000 new residential properties in the county. As shown in table 5, only 18 of the 30 commercial classes indicate a need for new buildings.

Some of this “new building” growth could easily involve expansion of existing buildings or reorganization of functional responsibilities. An oversupply in any area could also affect the estimates. Further analysis comparing similar counties and median percentages might assist in refining the estimates. Nevertheless, this analysis gives a picture, based on real demonstrated free enterprise building history, of the community impact of a new development. At the most, this could be a valuable tool for planners, developers, and investors. At the least, it’s very interesting.

These examples illustrate how building history data might be utilized. An expansion of the analysis and usage of the data might offer more insight. Finally, all the analyses presented in this article utilize data that assessors manage on a daily basis.

A Challenge to the Assessment Industry

An assessment data base is, analytically, a wondrous place, full of unexplored, unexpanded data, waiting for inquiring minds. Property tax appraisers maintain and manage the richest and most complete databases of property data of any governmental agency (local, state, or federal). All types of property-related data are created and reside in the assessor’s office. As cu-
rators of these data, we enhance our own knowledge base and professional standing when we proactively manage it such that it helps others outside of our immediate responsibilities. We manage an incredibly diverse amount of data that, I believe, offers a virtually infinite number of uses by citizens and government agencies alike (Gilreath 1998). All real estate land and building characteristics, as well as tangible personal property characteristics, provide descriptive information that could assist in decision making for private industry, public policy, and even national defense managers.

At a memorial service, the eulogy rarely describes how well someone performed at the office. It's all about family relationships and how the person cared for and helped others, most often in arenas outside of their work life. Taxpayers expect assessors, as public servants, to do our jobs. If we as a profession want to shine, to be thought of as exceptional, as contributing to the well-being of society, we have to get out of the box and provide benefits, goods, and services for other people, not ourselves. I believe that the assessment profession can have a tremendous impact in many arenas in this age of information sharing. In my own country vernacular, “If it doesn’t ride on wheels or breathe, it’s described in my database.”

My challenge to you is to delve into your own information, the data you manage, and try to imagine how it could be put to use to benefit others. Our treasure trove of information should be the most sought-after and utilized information in government.
(state, local, federal). No one knows our data better than we do, and no one can, if we put our minds to it, think of more imaginative uses of these data in today’s world. The only reason it isn’t the most sought-after data commodity is that people haven’t been introduced to it yet. Take the straightforward approaches described in this article, compound and expand on them, and let IAAO headquarters receive and distribute the data for analysis.

Join in this venture. Think, work, and play outside the sandbox. Your data is waiting, and so are lots of potential users.

References


Morgan B. Gilreath, Jr., has been the Property Appraiser (Assessor) of Volusia County, Florida, since 1992. He has been a Senior Instructor for IAAO and a member of the Education Committee and has published articles in the Journal of Property Tax Assessment & Administration and in Fair & Equitable magazine. He has been a presenter at a number of IAAO International Conferences and was awarded Florida’s Al Bragg Government Leadership Award at the 2006 Governor’s Hurricane Conference.

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You’ve worked for weeks preparing a Microsoft Office PowerPoint® presentation on a mass appraisal issue, or you are using a PowerPoint presentation to teach an IAAO course or workshop. Then, part-way through your presentation, a student asks, “Can you work through a problem so I can see how it’s done?” Now what do you do? The local coordinator worked hard just to get you an LCD projector and screen. There is no overhead projector, whiteboard, or chalkboard.

Here’s a suggestion: use Paint. This small but powerful program is tucked away among several tools in the Windows operating system. Go to Start, All Programs, Accessories, to find the menu shown in figure 1.

Figure 1. Accessories menu in Windows operation system

Paint is described by Microsoft as a “drawing tool you can use to create simple or elaborate drawings.” It is also used to “work with pictures, such as jpg, gif, or .bmp files.” In other words, this graphics tool can be used in place of a whiteboard or overhead. An instructor can start it up along with the PowerPoint program and leave it open to toggle back and forth as the need arises.

It looks like a whiteboard when it is first opened (figure 1). Note the examples used here are from Paint 2007, which looks only slightly different than the 2003 version.

The menus across the top have the same general format as other Windows programs (figure 3).

The toolbar appears on the left side of the drawing canvas (figure 4). The color bar allows the user to change the color of the tool outputs shown in figure 4. The window below the toolbar (figure 5) displays available sizes and shapes depending upon the tool selected.

Many of the most common Windows commands are available within Paint. For example, the Undo command can be very useful when using the canvas. It essentially steps back through the last actions performed. It also can be accessed through the Ctrl+z shortcut.

Another useful shortcut is the combination Ctrl+Shift+n; this combination clears the canvas.

Practical Applications
A common use of a whiteboard or overhead is to display problems, so consider how that might be done with the Paint program. Begin with the formula for the cost approach, RCN – Dep + Land. The user can try it several ways. As demonstrated in figure 6, the user can write it freehand using the pencil. Or, as shown in figure 7, the user can type within a text box to provide clearer output.

Instructors who use graphs and pie charts will find the tools in Paint especially helpful; see figures 8 and 9. These examples are not intended to suggest that instructors lack manual dexterity. Rather, they are intended to illustrate how easy it is to produce clear images using the tools available.
Writing Freehand

Regardless of whether the 2003 or 2007 version of Paint is used, the pencil tool produces a fine line that may not be suitable for use in a large classroom. It may be difficult for students in the rear of the classroom to see what is being written. A better choice might be the brush, which can produce a wider line, as shown in figure 10.

The brush also offers more options for line width and type. Select the brush by clicking on the brush icon in the menu. The box on the left of the canvas in figure 11 shows the options available. The box at the top of the second row was used to produce the image.

In either case, the user draws a line on the canvas by moving the mouse to any starting point, pressing the left mouse button, and holding it down while dragging the mouse across the canvas. This may be awkward at first, similar to writing on a chalkboard, whiteboard, or clear overlay for the first time. For quick demonstrations, this approach may work very well.

When the instructor has more time or can take the time, the text tool allows the typing of text onto the canvas. The box that appears as dashed lines is drawn by the user by dragging the mouse across the canvas. A font selection box at the top allows the user to change the type and size of the font.
make it bold and italic, or use an underline. Changes are made to the text within the dashed box continually until the user clicks the mouse outside that box.

As with every other tool in the instructor’s kit, proficiency is attained with practice. Don’t wait until you are in front of a class to try using this tool.

**Figure 6.** A Paint display written freehand by using the pencil

![Pencil tool](image1)

**Figure 7.** A Paint display in a text box to provide clearer output

![Brush tool](image2)

**Figure 8.** Graph prepared with Paint

**Figure 9.** Pie chart prepared with Paint

**Figure 10.** Pencil tool versus brush tool

**Figure 11.** Typed text

Larry Clark, CAE, is Director of Professional Development at IAAO headquarters.
I will continue as an active serving Assessor/Appraiser so the issues all members face will remain my issues, too!

Previous Membership Services Committee experience will aid my ability to work within the IAAO structure to ensure member needs get top priority!

Executive Board experience: Helped balance budgets and reinvest surpluses to meet membership needs!

As a student of IAAO Education programs, I have a vested interest in constant improvement in content and delivery of our offerings to all members!

Recognizing the value of IAAO credentials, I put my time and resources into achieving the RES designation, and I continually assist and encourage others to work toward their professional designations.

I ASK YOUR CONSIDERATION TO BE YOUR NEXT IAAO VICE PRESIDENT!

Please visit www.kimlauffer.com

Vote Edye McCarthy
IAAO Executive Board—Region 2

So many of our colleagues, friends, and mentors throughout IAAO have given and taught me so much throughout my career, it is time to give back!

✓ Professional Assessor for over 20 years
✓ Active member in the IAAO for over 15 years.
✓ Executive Board member of New York State IAAO chapter
✓ Current member of the IAAO Member Recognition Committee
✓ Past IAAO Regional Representative
✓ Past President of New York State Assessor’s Association
✓ Past President of Westchester County Assessor’s Association

I have been in many leadership roles over the years and have proven that I have the qualifications and experience to serve you well as an IAAO Executive Board Member.

I have attended most of the IAAO annual conferences over the past 15 years.

The educational opportunities offered by IAAO and the professional venues we use. I feel that my knowledge, background, and experience are an asset to this organization, and look forward to serving you on the Executive Board.

I ask for your support in the November elections. As you open your ballots to vote, please remember that I pledge to serve you well.

Property Assessment Valuation, 3rd ed.

Property Assessment Valuation, 3rd edition, is an introductory text on assessment administration and property appraisal principles for assessment purposes. The 3rd edition contains substantial updates on mapping, highest and best use, and personal property assessment. The book supports the following IAAO courses:


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General Discussion List—Capping Expenses during an Income Valuation Approach

Q. Jeanette Marie Spriggs, Clovis, New Mexico
I am evaluating six different multi-family properties for protest. In three of the income reports, the tax consultants representing the owners used a cap on the expenses, while the others did not. I was wondering if anyone else has come across this or if there is some sort of standard practice regarding this?

A. Allan Booth, Newport, Rhode Island
Jeanette, please clarify your question. Did the appraiser “equalize” the expenses? Implying that the operator was spending more than would normally be expected and using a more reasonable figure? I’m not sure I understand your statement “they used a cap on the expenses.”

A. Ken Voss, CAE, Atlanta, Georgia
I think you may mean an expense cap; that is, the owner pays up to a certain amount, and the tenants pay anything over that amount on a pro-rata basis, and it should be stated in the lease.

A. C. Kevin Bokoske, Fort Lauderdale, Florida
You’re right, Ken, but this is for multi-family, and you don’t see caps there.

A. Tim Wilmath, Tampa, Florida
There is likely an expense stop in the lease, as Ken Voss points out. My guess is the tax rep is using contract expenses as described in the lease versus market expenses. Florida is a fee simple state, so we ignore expense stops and instead use market expenses.

A. Jeanette Marie Spriggs, Clovis, New Mexico
I think I was a little too general. I have statements of operations for the apartment complexes. The total expenses listed add up to a certain percentage of the income. One of the tax consultants capped these expenses at 45 percent of the income because expenses can add up to more than the income in some cases. I was wondering if this was an accepted practice or if anyone else has come across something of this nature? Sorry for the confusion!

A. Ken Voss, CAE, Atlanta, Georgia
If you are valuing the property in fee simple, then use market data. The consultant is using actuals, which may not be reflective of the market.

A. Allan Booth, Newport, Rhode Island
It is appropriate to use market expenses instead of actual expenses if you determine that the reported expenses are not “normal” for the property. This is the required practice for both appraisers and assessors. I looked quickly in IAAO’s Property Appraisal and Assessment Administration book, but could not easily find the paragraph I wanted. One should not reward an owner (lower taxes) for bad management, nor penalize an owner (higher taxes) for better than normal management.
Agricultural Land

The Colorado legislature has changed how residential property on agricultural land is assessed. Previously, the improvements were taxed as residential, but the land under them was taxed as agricultural. Now, two acres or less of the land that contains residential improvements will no longer be classified as agricultural unless the improvements are considered “integral to the agricultural operation.” The agricultural land designation will continue to apply to the land under ancillary buildings typically used in farm or ranch operations.

In Colorado, land qualifies as agricultural when used for farming or ranching or while being restored through conservation practices. The agricultural use can be conducted by the property owner or a lessee.

Under the new law, a residential improvement is considered integral to an agricultural operation if the person occupying the building “regularly conducts, supervises, or administers material aspects of the agricultural operation” or is the spouse, parent, grandparent, sibling, or child of that individual.

An assessor’s determination that residential improvements are not integral to the agricultural operation is appealable to the county board of equalization.

(California HB 11-1146, signed May 9, 2011, effective January 1, 2012)

HUD Foreclosures

What happens to the property tax status of a home when the U.S. Department of Housing and Urban Development (HUD) repossesses or forecloses on the property?

The real property is still taxable as residential. Generally, under the Supremacy Clause of the U.S. Constitution, the letter explains, federal property is not taxable by the states. However, legislation passed by Congress waived the federal government’s exemption in the case of HUD properties.

A HUD repossession or foreclosure does not constitute a change of ownership though under the state’s Proposition 13 provisions. The change of ownership occurs when the period of redemption has passed without the property being redeemed or when the property is sold at a trustee’s sale and the purchaser can take possession.

Personal property owned by HUD continues to be exempt, the letter states, because Congress chose not to waive the federal government’s sovereign immunity in that area.

(California State Board of Equalization, Letter to County Assessors, No. 2011/014, April 14, 2011)

Attorneys Fees

A mortgage holder does have standing to challenge an agreement between a property owner and a tax lienholder that settles a delinquent tax bill, the Kentucky appeals court has ruled. The bank objected that the amount of attorneys fees granted in the agreement was unreasonable. The amount was of concern to the bank because under Kentucky law, delinquent property tax bills plus the related interest, costs, and attorneys fees are paid before the mortgage out of the proceeds from a property sale. Thus, the bank contended, the agreement reduced its security interest in the property.

The tax lien litigation consisted of filing a foreclosure action and two answers. For this, one lienholder sought $1,887 in attorneys fees including $1,152 for litigation expenses. Another lienholder filed for $1,261 in attorneys fees including $750 for litigation expenses—all for a $720 tax bill. The bank contended these charges were grossly excessive and excessive, respectively.

“Standing is established when a party has a judicially recognizable interest in the subject matter of the suit,” the court said. “The party must allege a personal stake in the outcome of the controversy and there must be a connection between the alleged harm and the activity complained of.” The court concluded that the bank had suffered a direct financial injury when its security interest in the property was diminished by the amount of the agreement.

The appellate court instructed the trial court to conduct an evidentiary hearing in which “every claim for attorneys fees and related costs will be subject to proof and the trial court’s consideration for reasonableness.”

(Commonwealth Bank & Trust Co. v. Tax Ease Lien Investments 1 LLC, Court of Appeals of Kentucky, No. 2010-CA000595-MR, April 15, 2011)

Exemptions

In an effort to transform vacant lots into productive use, the New Jersey legislature has passed a bill that allows municipalities to turn their unneeded land into so-called urban farms. Under the bill, parcels of up to five acres can be sold or leased to nonprofit entities on the condition that the land be used for the cultivation of fruits and vegetables. The bill exempts the farms from property taxation on a public-purpose basis. The nonprofits are permitted to sell their produce so long as any profits are used to further the organization’s mission.

(New Jersey A.B. 2859, approved March 1, 2011)
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/Rec. Properties
- Theaters

2011
Price Is What You Pay; Value Is What You Get: The Valuation of Mall Department Stores
presented by Greg Lafakis, Esq., 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
This Webinar sponsored by the IAAO Associate Member Committee

2012
Train The Brain: Creating Sustainable and Affordable Online Training in the Assessment Office
Presented by Tina Morton and Tiffany Seward
Noon–2 pm CST, January 18, 2012
The Good, the Bad, and the Ugly of Assessment Policies and Practices
Presented by Alan Dornfest AAS, and Steve Van Sant
Noon–2:00 pm CST, February 15, 2012
Doing More With Less: Improving the Effectiveness and Efficiency of an Assessment Jurisdiction
Presented by Rob Turner
Noon–2:00 pm CDT, April 18, 2012
The State of the U.S. Real Estate Market Semi-Annual Update
Presented by Peter Korpacz
1:00–3:00 pm CDT, May 16, 2012
The History of Mapping
Presented by Richard Norejko CMS
Noon–2:00 pm CDT, June 20, 2012
Foreclosure Sales and the Mass Appraisal Process
Presented by Scott Winter RES
Noon–2:00 pm CDT, July 12, 2012
The State of the U.S. Real Estate Market Semi-Annual Update
Presented by Peter Korpacz
1:00–3:00 pm CST, November 14, 2012
Executive Board Region 3
Ken Joyner, RES, AAS
Lecturer at the School of Government
University of North Carolina at Chapel Hill

IAAO has helped me in my career and it is now time to give back to this great organization. I believe in education and open, direct dialogue on issues. I pledge to keep IAAO at the forefront of the appraisal profession and a LEADER in mass appraisal worldwide. My priorities are:

• Education—Continue with projects currently in place for the new Mass Appraisal curriculum. Expand the online offerings, including workshops and courses. Update as needed current courses.
• Membership Growth—Continue to add more benefits and services to members thereby increasing the value of an IAAO membership to both current and potential members.
• Fiscal Responsibility—Keep IAAO fiscally sound and prepared to face financial discomfort as jurisdictions, states, provinces, and nations work to recover from current budget woes that haunt the world.

As your Executive Board member, I pledge that IAAO will remain the leader in excellence in property appraisal, assessment administration, and property tax policy. I respectfully ask for your vote and support.

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

Elect Melinda Fonda
Executive Board Region 2
Your voice on the Executive Board!

• Friends of the Paul V. Corusy Library Trust Committee Chair
• IAAO Representative
• Local Education Coordinator
• Stacey Ford Award Winner 2009

Sharing a passion for Education!

I want to hear from you: mfonda6@comcast.net

For more information go to www.iaao.org/uploads/Candidate_profiles_2011.pdf

New Members

Saskatchewan, Canada
Darcy Huisman

Arizona
Henry Ortiz
Paul Petersen
Douglas W. Reed

Arkansas
Joe D. Thompson

California
Anthony Grundy

Delaware
Georgianna Trietley

Florida
Leroy Kelly
Warren J. Weathers

Georgia
Craig Cardella
Joseph L. Mendola

Hawaii
Dominador Bucasas
Steven Hunt

Idaho
Dan Curtis

Indiana
Jeremy Miller

Kentucky
Colleen Younger

Louisiana
Ryan Paul

Michigan
Kristine Biddle

Mississippi
John C. Allen, III

New Mexico
Susan N. Baca
Dennis G. Bersosa
Tina J. Chavez
David A. LaBerge
Leroy J. Lovato
Carol Mares
Anthony Rodriguez
Christine M. Trujillo

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Lora Southard

Tennessee
Jordan C. Taylor
Cindy W. Warner

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Larretta A. Mallery
Kelley Wayne Montgomery
Thu Ngo
Khari Small
Byron Stanley

Virginia
Tawana B. Morrow
Justin K. Park
Laurie A. Roskind
R. Todd Simpson

Washington
Kathy Berrens

Wisconsin
Melissa Marney

Friends of the Paul V. Corusy Library Trust Committee Chair
IAAO Representative
Local Education Coordinator
Stacey Ford Award Winner 2009

I’m Fonda
Executive Board Region 2

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800.806.7896
ans have handled the obstacles exceptionally well. I offer my encouragement and compliments to these assessment officials as they uphold their professional and ethical standards during truly challenging times.

This issue of F&E was being put together at the same time many of us were finalizing last-minute details to travel to the annual conference in Phoenix, Arizona. Literally hundreds of people participate in the planning and execution of this major event, all while carrying out their everyday responsibilities as well. The November F&E will be the official post-conference issue with complete coverage of events and plenty of photos.

If you have not visited the Web site recently I encourage you to do so. A number of exposure drafts are available for comment.

Limited revisions have been made to the Standard on Digital Cadastral Maps and Parcel Identifiers to address core parcel data issues, and it has been posted for comment. I thank the early reviewers who have provided their valuable perspectives on this revision and possible future revisions: Sheldon Bluestein, Ed Crane, Pete Davis, Peirce Eichelberger, Shelby Johnson, Susan Marlow, and Maria Owen. The Standard on Mass Appraisal of Real Property has also been posted for comment on limited revisions to address core parcel data issues.

Also posted is notice of a proposed amendment to the IAAO Constitution. This revision will be on the election ballot in November for members to vote on. In addition, there is an exposure draft for a proposed revision to the IAAO Bylaws dealing with the issue of lapsed membership that the board will be voting on at its next meeting.

The candidate profiles for the November elections appeared in the September F&E and are also available on the Web site. I encourage all members to vote and have a say in the future leadership of IAAO.

After a successful and well-attended annual conference, it is easy to forget about the other worthwhile IAAO events that are on the horizon. The 32nd Annual Legal Seminar, scheduled for December 8–9 in New Orleans, will feature a continuation of a lively discussion about valuation of billboards. I will be there, and I hope to see you there too.

The 16th Annual GIS/CAMA Technologies Conference will be held March 12–15 at the Hyatt Regency Riverwalk in San Antonio, Texas, in the heart of the Riverwalk area and next to the historic Alamo. This conference focuses on technologies and techniques assessment professionals can use to overcome current economic challenges, become more efficient, and make the best use of the many tools that are available. IAAO 2012 President Debbie Asbury will be attending this event and hopes to see you there.

As always, you are invited to contact me and share your concerns and suggestions about ways to continue building a strong IAAO.

All the best,
Bruce Woodzell

Pun of the month: A small boy swallowed some coins and was taken to a hospital. When his grandmother telephoned to ask how he was doing, a nurse said, “No change yet.”

Online Learning Never Looked So Good!

Course 859: SPSS for Appraisers
Available now @ www.iaao.org/store

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<th>IAAO Conferences, Seminars, and Meetings</th>
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<tr>
<td>Executive Board Meeting</td>
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<td>32nd Annual Legal Seminar</td>
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<td>IAAO 78th Annual International Conference on Assessment Administration</td>
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<td>IAAO 80th Annual International Conference on Assessment Administration</td>
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Don’t forget to vote, beginning November 1, 2011

Brian E. Gordineer, AAS
For Executive Board—Region 3
(please see Candidate Profile in Fair & Equitable September)

Is your member information up-to-date?
Don’t miss benefits such as publications, education, and networking opportunities! Keeping your address and e-mail information current ensures that you will continue to receive these benefits:

- Special notices about educational, resources, and meetings
- Monthly IAAO E-News broadcast e-mail messages
- Monthly magazine and quarterly Journal

Choose an update method:
- Send an e-mail with new information to membership@iaao.org
- Update your record directly at www.iaao.org (requires log in)
- Call 800/616-4226 for membership services assistance.

IAAO Welcomes a new addition

Emma Mae Weatherford, 7 lbs 11.5 oz and 19.25 inches was born September 26, 2011, at 4:53 p.m. to Emily and Aaron Weatherford. Aaron is the IAAO Technology and Data Coordinator. Congratulations to the new family!
Stuart Topliff has been involved in the assessment field for the past 12 years. Since becoming the Assessor of the Town of Rocky Hill, Connecticut, in 2005, Topliff has been active in the Connecticut Association of Assessing Officers (CAAO) and is currently serving as the Second Vice-President.

CAAO is relatively small, but a tightly knit group that helps guide each other through the perilous world of property assessment.

“People measure success in many ways,” says Topliff. “I measure my success by the success of those who I have had the opportunity to mentor. My greatest career goal is to have trained the most assistant assessors who then go on to be hired as an assessor in the State of Connecticut.

“I became an IAAO Representative in 2010 because I believe that education and membership participation are important. The more people you get involved within an organization, the stronger and better the organization is going to be. The IAAO both compliments and enhances these opportunities and gives the assessor a larger prospective.”

Topliff adds that the annual conference is one such opportunity.

“I first attended the Annual IAAO Conference in Milwaukee, Wisconsin, in 2006. There I met people from all over the country and the world whom I am still friends with today. Each year I look forward to getting re-acquainted with those I haven’t seen since the previous conference and try to meet as many new people as possible. One of my goals is to not miss an Annual IAAO Conference. I encourage everyone who has not attended to do so. I know it has helped me lose the feeling of being a small fish in a sea of sharks by being surrounded by so many others in the assessment profession experiencing the same issues.

Topliff is a graduate of the University of Connecticut and is a veteran of the United States Army currently serving in the Connecticut Army National Guard.

When not at work or “playing Army,” as Topliff calls it, he spends his time with wife, Suzanne, and his sons, Jacob and Justin.
In the News

International

Greece announces new property tax to contain 2011 deficit, says can achieve 2012 surplus
(published September 11, 2011)
by Associated Press in The Washington Post

Article describes a new two-year property tax in addition to broad public sector reforms and cutbacks in Greece to address massive public debt issues.

For more information, go to:

Greek labour unionists threaten to block new property tax
(published September 12, 2011)
by Harry Papachristou, Reuters

Article describes resistance to a new property tax in Greece by the powerful power utility labor union. The proposed tax would be collected through electricity bills to ensure payment.

For more information, go to:
http://www.reuters.com/article/2011/09/12/greece-tax-labour-idUSL5E7KC0MY20110912

Personal Property

Another tax break for Michigan businesses?
(published September 12, 2011)
by Lester Graham and Michigan Watch

Radio show transcript describes the implications of a proposal to eliminate the personal property tax in Michigan. Various factions discuss the impact on local revenue and ability to provide services versus benefits to state businesses and potential job creation.

For more information, go to:

Disaster Recovery

Joplin seeks approval for redevelopment district
(published September 13, 2011)
by David A. Lieb, Blomberg Businessweek

Article discusses efforts by officials in Joplin, Missouri, to redirect a portion of tax revenues paid by local businesses toward redevelopment efforts in the tornado-ravaged town.

For more information, go to:
http://www.businessweek.com/ap/financialnews/D9PNPLB80.htm

New Revenue Sources

State may give up millions to casinos
(published September 14, 2011)
by Noah Bierman, Boston.com

Article is about proposed casino licensing in Massachusetts including tax rate on gambling revenue, licensing fees, and the potential to create new jobs. The Massachusetts bill is compared to other states. The question raised is whether the tax rate is competitive or too low.

For more information, go to:

Higher Property Taxes

SF Board of Supervisors approve higher property tax rate
(published September 13, 2011)
by Joshua Sabatini, The Examiner

Article discusses an increase in the property tax rate in San Francisco, California in addition to a statewide increase dictated by Proposition 13.

For more information, go to:

Bay Area property tax decline seems to be ending
(published September 13, 2011)
by Carolyn Said, The San Francisco Chronicle

Article discusses increase in assessed property values for San Francisco area counties.

For more information, go to:
http://www.sfgate.com/cgi-bin/article.cgi?f=/c/a/2011/09/10/BUjGI1L0PG9.DTL

Tax Exemptions

State challenging hospitals’ tax exemptions
(published September 10, 2011)
by Bruce Japsen, New York Times

Article discusses challenges to property tax exempt status for not-for-profit hospitals by the Illinois Department of Revenue following a ruling against Provena Covenant Medical Center in downstate Urbana last year. The outcome of the targeted legal challenges will have lasting implications nationally as governments seek new revenue sources and economically challenged Americans seek increasingly subsidized health care.

For more information, go to:
Members who would like assistance with accessing these materials can contact Mary Odom, the Research Librarian, at 816/701-8117, or e-mail her at library@iaao.org.

| New Journal Articles—Members may request these articles from the Research Librarian. |
|---------------------------------------------|----------------------------------|------------------------------|
| Article Title | Journal Title/Date | Author | Description |
| Do tax increment finance districts stimulate growth in real estate values? | Real Estate Economics, Summer 2011 | David F. Merriman, Mark L. Skidmore, and Russ D. Kashian | The authors used data on all Wisconsin municipalities during the period 1990-2003 to study the effect of tax increment finance (TIF) on economic development. They used appropriate statistical techniques to measure the impact of TIF and control variables on aggregate property values. They found little evidence that TIF has led to significant increases in aggregate property values or that TIF increases the total value of residential and manufacturing property within a community. |
| Effect of conservation activity on surrounding land prices | Land Economics, August 2011 | John F. Chamblee, et. al. | This paper presents an empirical analysis of the structure of land prices both before and after land conservation occurs. Using data describing 12 years of vacant land transactions in Buncombe County, North Carolina, the authors find that fee simple conservations, as opposed to conservation easements, occur in higher-priced areas, but that lower-valued parcels within these areas are selected for conservation. We find positive price effects from land conservation of 46%. |
| Energizing property valuation: putting a value on energy-efficient buildings | The Appraisal Journal, Spring 2011 | Gerrit Leopoldsberger, et. al. | What effect does sustainability have on property market values? Until now, little significant quantitative empirical evidence has been found, and if so, it is usually related to US real estate markets and the sustainability certifications of LEED and Energy Star. This article focuses on the possibility of integrating aspects of energy efficiency into income-related property valuation approaches. |
| Fiber optic valuation: the need for conformity | Right of Way, July/August 2011 | Gary Valentine and Thurman Hodges | Real estate professionals need clarity and availability of market data for transactions of real property for fiber optic lines. The authors describe the techniques, approaches of value and a sample survey of rents and fees that are often charged for real property encumbered by fiber optics. |
| Making or picking winners: evidence of internal and external price effects in historic preservation policies | Real Estate Economics, Summer 2011 | Douglas S. Noonan and Douglas J. Krupka | This article measures the impacts of historic preservation regulations on property values inside and outside of officially designated historic districts. The analysis relies on a model of historic designation to control for the tendency to designate higher-quality properties. The results for Chicago during the 1990s indicate that price impacts from designation inside a landmark district vary considerably across homes inside the districts. Controlling for extant historic quality, which the market values positively, restrictions apparently have negative price effects on average both within and outside districts. |
| Price versus fundamentals: from bubbles to distressed markets | The Appraisal Journal, Spring 2011 | Stephen F. Fanning, John A. Blazejack, and George R. Mann | Real estate appraisal requires recognition of two different economic concepts: (1) the capital transaction market (buy/sell transaction market) and (2) the fundamental value of property use. This article shows that these economic concepts can have differing value indications when either market is in great flux. The problem is the two market segments are vacillating, at times with some interaction with each other, and at other times independent of each other. When the data overlaps are not correctly recognized or analyzed, the value conclusions can be uncertain. |
| Real estate valuation in Hong Kong | The Appraisal Journal, Spring 2011 | Raymond Lo | Although some valuation techniques are universal, there may be some local exceptions. This article provides a look at the aspects that affect valuation in Hong Kong and presents a case study illustrating application of valuation methodologies. |
| Short-term own-price and spillover effects of distressed residential properties: the case of a housing crash | Journal of Real Estate Research, 2011, no. 2 | Nassar Daneshvary, Terrence M. Clauretie, and Ahmad Kader | This study uses transactions for 2008 from a housing market with a relatively large number of real estate owned (REO) sales/foreclosures. The overall results indicate that: (1) REO and in the process of foreclosure properties have the same spillover effects, but short sales do not produce a spillover effect; (2) models that control for the overall market trend produce smaller spillover effects; (3) the marginal effect of an REO is 1%; (4) the cumulative effects of multiple distressed neighbors can be as severe as 8%; and (5) excluding transactions of homes that were sold under distress from the sample increases the estimated marginal spillover effect to about 2% and the cumulative effects to about 21%. |
| Valuing properties with wetland potential | The Appraisal Journal, Spring 2011 | Michael Cragg, Christine Polek, and Stephen Polasky | The Clean Water Act and federal policy of “no net loss of wetlands” prohibit the destruction of wetland acreage in the United States. However, these policies allow for wetland destruction to be offset by developing and converting suitable land into qualifying wetlands, which can then be sold as credits to developers. Land with a highest and best use for wetland mitigation credits typically requires environmental analysis, engineering expertise, landscape design, and approval by authorities before it can be resold for that purpose. This article offers information, examples, and suggestions for the valuation of property readily converted to qualifying wetlands. |
| Valuing surplus resort development land in today’s market | Real Estate Finance Journal, Summer 2011 | Jamie Schwartz | This article provides a methodology for valuing surplus land within a destination resort campus. It is important to note that the market does not recognize highly speculative development potential that is not realistic and that the following analysis only pertains to properties where there is clear potential for the value to be realized down the road. |
### New Electronic Resources—Access the full text in LibraryLink.

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<tr>
<th>Title</th>
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<tr>
<td>Best and worst of property tax administration: COST scorecard on state property tax administrative practices</td>
<td>Council on State Taxation, May 2011</td>
<td>Fredrick J. Nicely and Douglas J. Turner</td>
<td>This scorecard promotes COST’s mission of preserving and promoting equitable and nondiscriminatory state and local taxation of multi-jurisdictional business entities. A property tax system that is inefficient or that disproportionally falls upon business is not equitable and will negatively impact a state’s business tax climate. COST’s evaluation is also consistent with the statement of values promulgated by the IAAO upon which its Code of Ethics is based.</td>
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<tr>
<td>TIF at a turning point: defining debt down</td>
<td>State Tax Notes, May 2, 2011</td>
<td>Joan M. Youngman</td>
<td>Tax increment financing (TIF) is the most important fiscal instrument for local development initiatives in this country. However, in many cases its growth has been accompanied by “moral hazard,” or incentives for the misallocation of resources. By earmarking taxes on future increases in property values to pay for redevelopment costs, TIF can function as a type of unrecognized municipal debt, sharing the problems of accountability and repayment capacity raised by state and local debt of all kinds.</td>
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### New Books—Members may borrow books for 3 weeks. Reference books may not be checked out.

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<th>Title</th>
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<tr>
<td>Appraising conservation and historic preservation easements</td>
<td>Richard J. Roddewig</td>
<td>Appraisal Institute, 2011</td>
<td>Covers the history of easements, general land use considerations, valuation methodologies to be applied to specific easement-related appraisal assignments, and detailed examples of appraisal reports relating to various easement properties.</td>
</tr>
<tr>
<td>Health care acquisition report 2011</td>
<td>Stephen M. Monroe, editor</td>
<td>Irving Levin Associates, 2011</td>
<td>An excellent overview of the hospital industry with extensive analysis of sale transactions. Includes benchmarks such as average price per bed and average price per revenue multipliers. Reference Book</td>
</tr>
<tr>
<td>In defense of the cost approach: a journey into commercial depreciation</td>
<td>E. Nelson Bowes</td>
<td>Appraisal Institute, 2011</td>
<td>The estimation of all 3 types of depreciation – physical deterioration, functional obsolescence, and external obsolescence – is discussed in detail.</td>
</tr>
<tr>
<td>Real estate valuation in global markets, second edition</td>
<td>Howard C. Gelbtuch, editor</td>
<td>Appraisal Institute, 2011</td>
<td>Shares international expertise on appraisal in 47 countries.</td>
</tr>
<tr>
<td>Urban policy and the census</td>
<td>Heather MacDonald and Alan Peters</td>
<td>ESRI Press, 2011</td>
<td>Details a methodology for the spatial analysis of decennial census and American Community Survey data in areas including demographics, economics, housing and transportation.</td>
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**Hoffman Appointed to Ohio Real Estate Appraiser Board**

Findlay, OH, June 29, 2011: Richard H. Hoffman, founder, CEO & President of the 34-year-old Findlay, Ohio-based Appraisal Research Corporation, has been appointed to the five-member Ohio Real Estate Appraiser Board by Governor John R. Kasich.

“I’m thrilled by the Governor’s appointment and appreciate the help of those who recommended me for this job. It’s an opportunity to help ensure that Ohio is meeting the real estate profession’s appraisal standards,” Hoffman said.

The Ohio Real Estate Appraiser Board is an arm of the Ohio Department of Commerce. The board oversees Ohio licensing of real estate brokers, salespersons and appraisers and the licensing of foreign firms when they market out-of-state property in Ohio. In addition, the board oversees the licensing of auctioneers, private investigators and security guards, and investigates complaints against any of these individuals.

Hoffman has been in the mass appraisal industry since 1967 and he has been active in several professional appraisal organizations, including IAAO.

Hoffman and his mother, the late Euphemia Hoffman Trame, hold the distinction of being the first mother-son pair to earn their CAE designations. Trame served as the Putnam County (Ohio) Auditor for 17 years. Hoffman’s father, Harold Hoffman, served in that capacity for the six years prior to his wife’s election to that office.

Richard Hoffman is also an Ohio Certified General Appraiser, a Certified Assessor in Indiana, Michigan and Iowa and an invited member of the Counselors of Real Estate (CRE).

He is an instructor for IAAO and the Appraisal Institute and has served on a number of committees in each organization.
PROPERTY TAX PROFESSIONALS—
RETIREES
Cost Containment Advisors

Our property tax practice continues to expand, and we are looking for retirees with experience in personal property, real property and unitary valuations to assist our clients on an “as needed” basis. If you are interested in additional income, exciting and varied virtual work, and flexible hours please contact kittyg@cost-containment-advisors.com via email and a recent bio. Please note—no need to relocate, and we are fully staffed with appraisal resources at this time.

CHIEF APPRAISER
Travis Central Appraisal District, Texas

The Board of the Travis Central Appraisal District is seeking an innovative, experienced appraisal agency manager to be the next Chief Appraiser. The Chief Appraiser is appointed by and serves at the pleasure of the appraisal district Board of Directors. The Chief Appraiser is responsible for the execution of all appraisal district functions named in the Texas Property Tax Code. The Chief Appraiser will organize and manage the operations of a countywide property appraisal system for Travis County comprised of 392,000 parcels. The District has 130 employees and an operating budget of $12.9 million.

The qualified candidate will be an experienced appraisal professional with a track record of effective management in an appraisal agency comparable in complexity to TCAD. The ability to communicate effectively with policymakers, constituent taxing jurisdictions, and district staff is critical. A thorough understanding of the Texas Property Tax Code and the concepts and principles of mass property appraisal are required. Must have experience meeting directives from the Property Tax Assistance Division of the State Comptroller’s Office. A Bachelor’s Degree preferred. Minimum of ten years relevant experience; of which five years have been in a responsible supervisory position. Must have a Level IV RPA (Registered Professional Appraiser) designation with the Texas Department of Licensing and Regulation.

Resumes with salary history may be submitted to: Travis Central Appraisal District, Attn: Paula Fugate, PO Box 149012, Austin, TX 78714. Fax: 512-835-5371 or email: hr@tcadcentral.org. Application deadline November 1, 2011.

APPRASER ANALYST
Travis Central Appraisal District, Texas

The Travis Central Appraisal District is seeking an Appraisal Analyst. Under the general direction and supervision of the Business Personal Property (BPP) Director and the BPP Senior Analyst, this position plans, performs and directs complex valuation, defends the BPP appraisal roll, and will be a team member of BPP Analysts. Essential duties include:

Apply the application of accepted appraisal methods to estimate the value of property in Travis County and oversee the production of a valid BPP Appraisal Roll.

Assist in developing policies and procedures for appraisal methodology and administration.

Gather of data pertaining to quality, classification, and valuation of BPP property.

Performs BPP appraisals, data collection, and sales analysis; as well as estimating RCN costs for various types of BPP property.

Represent the District as needed in hearings and discussions with property owners, property tax professionals, attorneys and the general public.

Assist the BPP Appraisal Manager in coordinating field work, rendition processing, and protests as needed.

For requirements please visit www.traviscad.org. Resumes with salary history should be submitted to: Human Resources, Travis Central Appraisal District, PO Box 149012, Austin, TX 78714. Fax: 512-835-5374 or email to hr@tcadcentral.org.
EMERICK & COMPANY, P.C.
CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITORS' REPORT

Executive Board
International Association of Assessing Officers
Kansas City, Missouri

We have audited the accompanying statement of financial position of the International Association of Assessing Officers as of December 31, 2010, and the related statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Association’s management. Our responsibility is to express an opinion on these financial statements based on our audit. The 2009 financial statements were audited by another independent audit firm, whose report dated April 7, 2010 was unqualified.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the International Association of Assessing Officers as of December 31, 2010, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Kansas City, Missouri
March 1, 2011
## International Association of Assessing Officers
### Statements of Financial Position—December 31, 2010 and 2009

#### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,085,145</td>
<td>$1,626,115</td>
</tr>
<tr>
<td>Accounts receivable, net of allowance; 2010 and 2009 - $2,600</td>
<td>116,763</td>
<td>257,717</td>
</tr>
<tr>
<td>Inventories, net of reserve for obsolescence; 2010 - $19,503 and 2009 - $8,475</td>
<td>62,847</td>
<td>45,570</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>149,387</td>
<td>107,636</td>
</tr>
<tr>
<td>Investments</td>
<td>4,136,646</td>
<td>3,574,387</td>
</tr>
<tr>
<td>Contribution receivable, net of allowances</td>
<td>2,200</td>
<td>5,100</td>
</tr>
<tr>
<td>Property and equipment, net of accumulated depreciation and amortization</td>
<td>1,582,901</td>
<td>1,693,240</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>7,135,889</strong></td>
<td><strong>7,309,765</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>112,303</td>
<td>132,324</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>922,663</td>
<td>1,071,440</td>
</tr>
<tr>
<td>Note payable</td>
<td>-</td>
<td>501,822</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>1,034,966</strong></td>
<td><strong>1,705,586</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>5,841,560</td>
<td>5,347,775</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>259,363</td>
<td>256,404</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>6,100,923</strong></td>
<td><strong>5,604,179</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$7,135,889</strong></td>
<td><strong>$7,309,765</strong></td>
</tr>
</tbody>
</table>

---

**International Association of Assessing Officers**  
**Restricted Reserve Fund**  
**Managed by Midwest Trust Co.**  
**As of August 31, 2011**

- **Beginning Market Value as of January 1, 2011**: $1,446,096
- **Interest Income**: $11,554
- **Unrealized Gain/Loss**: $7,365
- **Distributions - Maintenance Fee**: $(1,931)
- **Ending Market Value as of August 31, 2011**: $1,463,083
### International Association of Assessing Officers

#### Statements of Activities—Year Ended December 31, 2010

<table>
<thead>
<tr>
<th>Revenues</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership dues and fees</td>
<td>$1,239,150</td>
<td>$</td>
<td>$1,239,150</td>
</tr>
<tr>
<td>Annual conference</td>
<td>607,535</td>
<td>-</td>
<td>607,535</td>
</tr>
<tr>
<td>Publications and marketing</td>
<td>263,397</td>
<td>-</td>
<td>263,397</td>
</tr>
<tr>
<td>Research and information</td>
<td>79,172</td>
<td>-</td>
<td>79,172</td>
</tr>
<tr>
<td>Education and professionalism</td>
<td>1,367,590</td>
<td>-</td>
<td>1,367,590</td>
</tr>
<tr>
<td>Contributions</td>
<td>10,773</td>
<td>5,910</td>
<td>16,683</td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>81,858</td>
<td>4,515</td>
<td>86,373</td>
</tr>
<tr>
<td>Net realized and unrealized gains on investments</td>
<td>13,107</td>
<td>-</td>
<td>13,107</td>
</tr>
<tr>
<td>Other</td>
<td>222</td>
<td>-</td>
<td>222</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>7,466</td>
<td>(7,466)</td>
<td></td>
</tr>
<tr>
<td><strong>Total revenues</strong></td>
<td><strong>3,670,270</strong></td>
<td><strong>2,959</strong></td>
<td><strong>3,673,229</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual conference</td>
<td>484,256</td>
<td>-</td>
<td>484,256</td>
</tr>
<tr>
<td>Publications and marketing</td>
<td>470,797</td>
<td>-</td>
<td>470,797</td>
</tr>
<tr>
<td>Research and information</td>
<td>203,112</td>
<td>-</td>
<td>203,112</td>
</tr>
<tr>
<td>Education and professionalism</td>
<td>665,356</td>
<td>-</td>
<td>665,356</td>
</tr>
<tr>
<td>Membership services</td>
<td>492,606</td>
<td>-</td>
<td>492,606</td>
</tr>
<tr>
<td><strong>Total program services</strong></td>
<td><strong>2,316,127</strong></td>
<td>-</td>
<td><strong>2,316,127</strong></td>
</tr>
<tr>
<td>Management and general</td>
<td>860,358</td>
<td>-</td>
<td>860,358</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>3,176,485</strong></td>
<td>-</td>
<td><strong>3,176,485</strong></td>
</tr>
</tbody>
</table>

**Change in Net Assets**

493,785

**Net Assets, Beginning of Year**

5,347,775

256,404

5,604,179

**Net Assets, End of Year**

$5,841,560

$259,363

$6,100,923
Janice Cornelius, Chief Deputy Property Appraiser for Volusia County, Florida, reads F&E on an Alaskan cruise ship while passing through the Hubbard Glacier area. The Hubbard Glacier is the largest tidewater glacier in North America. It is 75 miles long and covers more than 1,350 square miles. The ocean side of the glacier is a massive wall of ice that at times reaches 300-feet high. In spite of global warming, the glacier has been advancing for more than 100 years. Janice says, “It is quite a change from the Central Florida heat and humidity going into the frozen glacier country.” As a special-use property, it presents more than its share of challenges.

Below left, Bob Gloudemans and Mary Reavey read F&E in Iceland, while enjoying open spaces and remote scenery. They were in Iceland to participate in the 2011 Reykjavik Marathon. Mary placed a respectable 414th place out of 598 participants in the 42-km marathon with a time of 4:20. According to Mary, “It was a long, grueling, and mostly uphill run (or at least it seemed that way). Glad I finished!” Bob ran the 21-km event in 2:11 and placed 1,326 out of 1,706. Says Bob, “Hey at least I finished the race!”

Mary and Bob are both active participants on the IAAO Technical Standards Committee. Bob Gloudemans is a partner in the consulting firm Almy, Gloudemans, Jacobs and Denne in Phoenix, Arizona. Mary Reavey is Assessment Commissioner for the City of Milwaukee, Wisconsin. Both are avid Green Bay Packer fans.
**BY LOCATION**

**ARIZONA**
112—Income Approach to Valuation II
Phoenix, November 14–18, 2011
The Arizona Chapter of IAAO sponsors the offering listed above. For more details, contact David Beau Boisvert 602/372-1629.

**ARKANSAS**
102—Income Approach to Valuation
Little Rock, October 31–November 4, 2011
300—Fundamentals of Mass Appraisal
Little Rock, December 5–December 9, 2011
The Assessment Coordinator Department sponsors the offering listed above. For more details, contact Cleta McVay 501/324-9104.

**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**
201—Appraisal of Land
Tampa, October 17–21, 2011
600—Principles & Techniques of Cadastral Mapping
Yulee, November 28–December 2, 2011
The Property Tax Oversight sponsors the offering listed above. For more details, contact Meghan Miller at 727/538-7312.

**INDIANA**
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**
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**
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 kcaa@sbcglobal.net.

**MISSOURI**
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**
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. sponsors the offerings listed above. For more details, contact Jody Warfield 402/471-5982.

**NEW MEXICO**
101—Fundamentals of Real Property Appraisal
Carlsbad, December 12–16, 2011
Eddy County Assessor’s Office sponsor the offerings listed above. For more details contact Karen Robinson 575/885-3813, karen@ca.eddymm.us.

**NORTH CAROLINA**
551—Valuation of Machinery and Equipment
New Bern, November 7–9, 2011
976—Public Relations and Customer Service
New Bern, November 9, 2011
NC Association of Assessing Officers sponsor the offerings listed above. For more details contact Tina Stone 919/545-8355.

**OHIO**
102—Income Approach to Valuation
Coshocton, November 14–18, 2011
101—Fundamentals of Real Property Appraisal
Marion, February 27–March 2, 2012
300—Fundamentals of Mass Appraisal
Marysville, April 16–20, 2012
201—Appraisal of Land
Urbana, July 23–27, 2012
The Ohio Ad Valorem School sponsor the offering listed above. For more details, contact Robert Graham 330/935-2997, ohiodvalorem@neo.rr.com.

**TENNESSEE**
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**
158—Highest and Best Use
Round Rock, November 1–2, 2011
402—Tax Policy
Houston, November 7–11, 2011
Texas Association of Appraisal Districts sponsor the offerings listed above. For more details, contact Doris Koch 512/467-0402.

**UTAH**
Course 311—Residential Modeling Concepts
Salt Lake City, December 5–9, 2011
The Utah Chapter of IAAO sponsors the offering listed above. For details, contact Tiffany Opheikens 801/399-8136.

**VERMONT**
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.

**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 101**—Fundamentals of Real Property Appraisal
October 24–28, 2011, Indiana (Valparaiso)
December 12–16, 2011, New Mexico (Carlsbad)
February 27–March 2, 2012, Ohio (Marion)

**Course 102**—Income Approach to Valuation
October 31–November 4, 2011, Ohio (Coshocton)
October 31–November 4, 2011, Arkansas (Little Rock)
November 9, 10, 15, 16, and 17, 2011, Indiana (Clarksville)
December 5–9, 2011, Indiana (Bloomington)

**Course 112**—Income Approach to Valuation II
November 14–18, 2011, Arizona (Phoenix)
November 28–December 2, 2011, Iowa (Cedar Falls)

**Workshop 158**—Highest and Best Use
November 1–2, 2011, Texas (Round Rock)

**Course 201**—Appraisal of Land
October 17–21, 2011, Florida (Tampa)
July 23–27, 2012, Ohio (Urbana)

**Course 300**—Fundamentals of Mass Appraisal
October 24–28, 2011, Wisconsin (Milwaukee)
November 14–18, 2011, Nebraska (Gering)
December 5–9, 2011, Arkansas (Little Rock)
April 16–20, 2012, Ohio (Marysville)

**Course 311**—Residential Modeling Concepts
October 17–21, 2011, Missouri (Blue Springs)
October 17–21, 2011, Connecticut (Rocky Hill)
November 14–18, 2011, Indiana (Fishers)
December 5–9, 2011, Utah (Salt Lake City)

**Course 400**—Assessment Administration
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
October 3–7, 2011, Massachusetts (Billerica)
November 7–11, 2011, Texas (Houston)

**551**—Valuation of Machinery and Equipment
November 7–9, 2011, North Carolina (New Bern)

**600**—Principles & Techniques of Cadastral Mapping
November 28–December 2, 2011, Florida (Yulee)

**976**—Public Relations and Customer Service
November 9, 2011, North Carolina (New Bern)

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.
5 Years
Laura L. Andone, Pinal County Assessor’s Office, Florence, AZ
Judy E. Bishop, Town of Grand Chute, Grand Chute, WI
Melvin Bloomfield, City of Richmond Assessor’s Office, Richmond, VA
Sandra Bond, Snohomish County Assessor’s Office, Everett, WA
Brad Bovey, Nez Perce County, Lewiston, ID
Jeffrey Chaparro, Prince William County, Real Estate Assessments, Woodbridge, VA
Marc Francke, Ortac Finance, Amsterdam, Netherlands
Hazel J. Frazier, Cook County Assessor’s Office, Chicago, IL
Douglas J. Gillespie, Inverness, Scotland, United Kingdom
Lori Henry, City of Attleboro, Attleboro, MA
Albert Jerard, Town of Brattleboro, Brattleboro, VT
Michael Kenney, Cook County Assessor’s Office, Chicago, IL
Stanley J. Nacewicz, City of Attleboro, Attleboro, MA
Cynthia R. Pitts, Prince William County, Real Estate Assessments, Woodbridge, VA
Geoff Schwitzgebel, Richland County IT/GIS, Columbia, SC
Joe M. Skerik, Beltrami County Assessor’s Office, Bemidji, MN
Lisa C. Wagstaff, Mecklenburg County Commissioner of Revenue, Boydton, VA

10 Years
Karen Amedee, Heritage Propane Company, Helena, MT
JoAnna L Basgall, Wallace County Appraiser’s Office, Sharon Springs, KS
Vickie L. Berntsen, Sedgwick County Appraiser’s Office, Wichita, KS
Damon Druse, City of Minot, Minot, ND
Philip Duchesneau, City of New Brunswick, New Brunswick, NJ
Ernestine M. Frame, Sedgwick County Appraiser’s Office, Wichita, KS
Roland Huber, Jr, Washington County, Stillwater, MN
Trudy L. Kamp haus, Crowley County, Winfield, KS
Charles Wayne Lambright, Avon Park, FL
Chris A. Mask, Visual Lease Services, Inc., Holdenville, OK
Gary E. Mask, Visual Lease Services, Inc., Holdenville, OK
Paul McClean, Henrico County Assessment Division, Henrico, VA
Megan Melaniphy, Cook County Assessor’s Office, Chicago, IL
Gary K. Neill, CMS, Hills County, Utica, MS
Thomas J. Pavel, Erie County Auditor’s Office, Sandusky, OH
Robert Pettus, Henrico County Assessment Division, Henrico, VA
Anthony Rasmuson, Wright County, Buffalo, MN
Alan G. Royal, Catawba County, Newton, NC
Thomas O. Scott, Greeley County, Tribune, KS
Joyce Soles, Henrico County Assessment Division, Richmond, VA
Margaret Stich, Cook County Assessor’s Office, Chicago, IL
Ellen C. Windley, PPS, Fairfax County, Fairfax, VA
Mark Wroblewski, Erie County Auditor’s Office, Sandusky, OH

15 Years
Bill Bass, Alabama Department of Revenue Property Tax Division, Wetumpka, AL
David E. Carmichael, David E. Carmichael Attorney At Law, Eugene, OR

Rich Almy 708-354-8265
ralmy@att.net

Bob Gloudemans 602-870-9368
rgloudemans@earthlink.net

Bob Denne 847-788-1694
rcdenne@gsb.uchicago.edu

Almy, Gloudemans, Jacobs & Denne
Property Taxation and Assessment Consultants

Mark A. Castleschouldt, Montgomery Central Appraisal District, Conroe, TX
Merritt F. Creasman, State of Tennessee, Cleveland, TN
Seth D. Davenport, Seth D. Davenport, Esq, Montville, NJ
Richard T. Duda, Woodbridge Township, Woodbridge, NJ
Thomas Dybing, Houston County, Caledonia, MN
Scott A. Griscom, Bexar Appraisal District, San Antonio, TX
Michael E. Kovack, Medina County, Medina, OH
Gerald Krismer, City of Regina Assessment Department, Regina, SK, Canada
David J. Liciardi, Jefferson Parish Assessor’s Office, Gretna, LA
Marty McGee, Municipality of Anchorage, Anchorage, AK
P. Blake Mueller, Bonneville County, Idaho Falls, ID
Brent H. Scholstein, Municipality of Anchorage, Anchorage, AK
Jim Williamson, AAS, Madison County, London, OH
Kim Wilson, Rich County, Randolph, UT
John W. Woodke, Municipality of Anchorage, Anchorage, AK

20 Years
Japan Real Estate Institute, Tokyo, Japan
Brian E. Gordineer, AAS, City of Hampton Assessor’s Office, Hampton, VA
Joseph Grube, City of Lewiston, Lewiston, ME
Susan L. Jablonsky, McDonald’s Corporation, Oak Brook, IL
Michael D. Jones, City of Cape May, Cape May, NJ
Richard A. Levesque, Town of Fort Fairfield, Fort Fairfield, ME
Janet L. Pelland, Hall County Assessor, Grand Island, NE
Raymond Lee Richards, Charlottesville Commissioner of Revenue, Charlottesville, VA
Wendy J. Ryerson, CMS, Lee County, Dixon, IL
Debra Sikorski, City of Hillsdale, Hillsdale, MI
B. Jordan Stuart, Wood & Stuart, PA, Bunnell, FL
Patrick H. Vanzandt, Lexur Appraisal Services, Cincinnati, OH
Owen Max Vaughn, Minidoka County, Rupert, ID
Rocco A. Vita, Pleasant Prairie, Pleasant Prairie, WI

25 Years
Timothy A. Bernau, Saginaw Charter Township, Saginaw, MI
David W. Johnson, Saginaw Charter Township, Saginaw, MI
David J. Kern, Saginaw Charter Township, Saginaw, MI
Harvey J. Kistler, Pennington County, Rapid City, SD
Rebecca L. Loverady, Alachua County Property Appraiser’s Office, Gainesville, FL
Richard R. Masching, Verizon Communications, Irving, TX
Roger A. McCarty, Cascade Charter Township, Grand Rapids, MI
Henry J. Montgomery, New Hanover County, Wilmington, NC
Joan E. Spencer, City of Marshfield, Marshfield, WI
Kenneth M. Wright, Galveston Central Appraisal District, Texas City, TX

30 Years
F. Thomas Cross, Henrico County Assessment Division, Henrico, VA
Ed Schreiber, Winegardner & Hammons, Inc, Cincinnati, OH
John R. Whitehead, CAE, Knoxville, TN

35 Years
Jim Dooley, Maury County, Columbia, TN
Bill E. Little, Catawba County, Newton, NC

40 Years
Marion A. Fantucchio, Quincy Board of Assessors, Quincy, MA

45 Years
Northeastern Regional Association of Assessing Officers, Scarborough, ME

50 Years
North Dakota Association of Assessing Officers, Bowman, ND
This time of year is always busy for IAAO. In addition to the annual conference, the association is heading into Leadership Days in October. At this meeting, committees evaluate new projects for the coming year, discuss existing projects, consider the effects of transitions in leadership, and plan around inevitable changes in committees due to expiring terms and new appointments. It is a time of positive change.

Communications Committee discussions at Leadership Days frequently center on publication-related projects and include meetings with the Education Subcommittee and other committees involved with various publications.

One of the major projects for the past few years has been the soon-to-be-published textbook *Fundamentals of Mass Appraisal* (FMA). This book is being published in conjunction with updates to the IAAO mass appraisal courses. FMA is scheduled to be published in early November. It is intended to replace *Mass Appraisal of Real Property* (the gray book) as the fundamental text used in IAAO mass appraisal courses as they are updated and rewritten. As with other IAAO textbooks, the development of FMA has involved many people and several years of planning and coordination.

As part of its long-term plan, IAAO wants to update textbooks at a rate of one every two years. Since 2003, IAAO has published six new or revised books:

- Assessment Administration, 2003
- Fundamentals of Industrial Valuation, 2007
- Fundamentals of Tax Policy, 2008
- Property Assessment Valuation, 2010
- Fundamentals of Mass Appraisal, 2011

Having published one book per year since 2007, IAAO has systems in order and should be able to meet target goals in the coming years. The four “core knowledge” books Assessment Administration, Fundamentals of Tax Policy, Property Assessment Valuation, and Fundamentals of Mass Appraisal, are on track to be updated once every eight years. After this year, the most difficult phase of establishing a successful and sustainable publishing program will be behind us.

The next book revision project is Assessment Administration to bring it up-to-date with the other “core knowledge” books. Once that happens, IAAO will have come full circle in its overall book plans.
GOOD THINGS COME IN PAIRS!

EXTEND THE BENEFITS OF IAAO TO A COLLEAGUE AND YOU COULD EARN CASH PRIZES.

For a limited time, recruit new members who will get up to two years (or more!) of membership for only $200. They can join now and not pay dues again until January 1, 2014!

This deal is doubly good because for each person you refer, you get an entry into a MONTHLY DRAWING FOR $200. It’s a win-win, the perfect pair!

This incredible offer expires on March 31, 2012. The sooner you recruit new members, the more they get for free, and the more chances you have to win $200.

THIS DEAL IS 2 GOOD 2 PASS UP, SO DON’T WAIT, SHARE TODAY!

Visit www.iaao.org for more information and a special membership application.

Questions? Contact membership@iaao.org or call 1-800-616-IAAO (4226).