



IPT Property Tax Symposium
The Power of Information
Putting Your Tax Knowledge to Work

Institute for Professionals in Taxation
Preliminary Program
September 26 - 29, 2004
Indian Wells, California
Renaissance Esmeralda



Sunday, September 26, 2004

2:00 – 7:00 pm	Registration
5:30 – 6:00 pm	New Member/First Time Attendee Orientation
6:00 – 7:00 pm	Networking Social Hour

Monday, September 27, 2004

7:00 am – 4:00 pm	Registration Desk Open
8:15 am	Opening of Symposium

Terry L. Polley, Esq.
Chair, Property Tax Symposium

Warren W. Schick, Sr., CMI
President-Elect, IPT

8:45 – 10:15 am **Keynote Address:**
“Inside the White House and Hollywood”

Keynote Speaker:
Steven Ford, Son of President Gerald Ford

On August 9, 1974 Gerald R. Ford assumed the reins of the presidency following the resignation of Richard Nixon. Suddenly, Steve Ford was thrust into the role of "First Son".

Steve's unique perspective on life as the President's son encompasses a broad range of subjects: being 18 years old and having 10 Secret Service agents . . . his father's pardon of President Nixon. . . two assassination attempts on his father's life plus inspirational stories including how the Ford family dealt with their mother's bouts with alcoholism and breast cancer. Steve's focus is on such issues as the value of strong family bonds and living a life with character. Steve will also share humorous anecdotes of behind the scenes life in the White House and Hollywood.

Steve has also been an accomplished actor for over twenty years appearing in more than 20 major motion pictures such as **Black Hawk Down**, **Contact** with Jodie Foster, **Armageddon** with Bruce Willis, **Eraser**, **Starship Troopers** and also playing Meg Ryan's boyfriend in **When Harry Met Sally**. Steve has also appeared in numerous T.V. shows such as **JAG**, **Suddenly Susan**, **Walker Texas Ranger** plus also spending 6 years on the daytime soap **The Young and Restless**.

Steve will offer the lessons he learned first as the son of a President and then as a successful actor in Hollywood.

10:30 am – 12 noon **General Session:**
Presenting Like a Pro – What Do They Want?

We all want to make a good impression and a great presentation when meeting with jurisdiction officials or even our own management. In this session, property tax professionals with extensive experience will give concrete tips and suggestions on how to make the best property tax presentation regardless of the audience and the situation. The speakers will cover both informal and formal settings. Additionally, they will share their experiences “from the other side” as several of the presenters are former assessors.

Speakers:

Bernice T. Dowell
Director, Property Tax, ClubCorp Inc., Dallas, TX

Robert C. Herman, MAI
Senior Manager, Deloitte & Touche LLP, Chicago, IL

Joseph E. Hunt, CAE, MAI
Lecturer in Public Finance and Government,
University of North Carolina School of Government,
Chapel Hill, NC

Moderator:

Heather J. Reichardt
Director, Lodging Property Tax, Marriott International Inc.,
Washington, DC

12 noon – 1:15 pm **Lunch**
1:15 – 2:45 pm **Concurrent Sessions:**

Hot Topics for Personal Property
(Repeated at 3:00 – 4:30 pm)

This session will present strange—but—true cases involving personal property that are far from the norm. It will also cover the hot topic of “Next Generation of Filing Renditions” as electronic filing using Standard Data records may be coming to a jurisdiction near you. Professionals involved in the development and implementation of electronic filing for large taxpayers will discuss current developments.

Speakers:

Webster J. Guillory
Orange County Assessor, Santa Ana, CA

James H. Kane, Esq.
Executive Managing Director, Bonaught Verity Metis LLC,
Chicago, IL

(Continued on page 3)

(Monday, 1:15 - 2:45 pm, continued from page 2)

Moderator:

Liza Schaefer Vance, CPA

Senior Manager, State and Local Tax
The Disney Store, Burbank, CA

**Business Personal Property Classification Issues –
What Is It and Where Do I Report It?**

(Repeated at 3:00 – 4:30 pm)

Because many companies have to spread thin resources across many jurisdictions, proper classification can fall through the cracks. This session will provide detailed information regarding the classification of “fixtures” on California returns for the benefit of the non-California expert. Moreover, the speakers will discuss more general classification reporting strategies with respect to the real estate versus personal property dilemma.

Speakers:

Cris K. O’Neill, Esq.

Attorney, Rodi, Pollock, Pettker, Galbraith & Cahill
Los Angeles, CA

Christina M. Wood

Director State & Local Tax, Albertsons, Inc., Boise, ID

Moderators:

1:15 - 2:45 pm

Mary T. Benton, Esq.

Partner, Alston & Bird, LLP, Atlanta, GA

3:00 - 4:30 pm

Heather J. Reichardt

Director, Lodging Property Tax, Marriott International, Inc.
Washington, DC

**Effectively Using Facility Personnel to Keep Your
Property Tax Values in Line**

(Repeated at 3:00 – 4:30 pm)

Your solid interaction with facility managers, engineers, maintenance, accounting, and other personnel creates a highly beneficial “knowledge bridge” to manage property taxes. This includes activities such as maintenance v. expansion, abandonments, “ghosts,” capacity use or lack of use, state of the industry/segment, demand for product, external/economic obsolescence factors, functional problems, local exemptions/ incentives and much more. The presenters will share tips on collecting, evaluating, and using that information for a great payback every year.

Speakers:

Greg L. Cardwell, CMI

PTRRC Senior Consultant, ConocoPhillips
Houston, TX

Tim Landolt

Industrial Appraiser, Tapanen Group, Inc., Portland, OR

Moderator:

Leslie S. Seba, CMI

Senior Tax Agent, E.I. DuPont de Nemours & Company
Willmington, DE

**State Assessed versus Locally Assessed: What are
the Rules?**

Conventional state assessed property is changing and so are the rules regarding what companies, or assets, are subject to state assessment and which are locally assessed.

Every state seems to be wrestling with the problem of how to tax deregulated companies, un-bundled companies, and companies that merge technologies. Affected companies are left trying to decipher where and how to report asset values and how they should be assessed. There are both legal and administrative issues to consider. This session will focus on the administrative aspects of state versus local assessment and will include a discussion of classification trends, valuation methods, and cost segregation options.

Speakers:

Gary J. McCabe, CAE

Director, Property Taxes, American Tower Corporation
Boston, MA

Michael J. Mupo, Esq., CMI, CPA

Executive Director of Property Tax, Verizon Wireless
Bedminster, NJ

Mark F. Semerad, Esq., CMI, CPA

Senior Manager, Property Tax, Level 3 Communications
Broomfield, CO

Fred E. Vance, CMI

Director, Ryan & Company, Los Angeles, CA

Moderator:

Al J. Comeau, CMI

Senior Tax Representative/Analyst
Dominion Resources Services, Inc., Pittsburgh, PA

3:00 – 4:30 pm

Concurrent Sessions:

Hot Topics for Personal Property

(Repeated from 1:15 pm)

**Business Personal Property Classification Issues –
What Is It and Where Do I Report It?**

(Repeated from 1:15 pm)

**Effectively Using Facility Personnel to Keep Your
Property Tax Values In Line**

(Repeated from 1:15 pm)

**Prop 13: 26 Years After and Similar Situations in
Other States**

This breakout session will explore the adoption of California’s Proposition 13 by examining the law itself, as well as the legal, political, and practical implications of this significant property tax change 26 years later. Specifically, the panel will address the recent Pool case and the proposed split role legislation. In addition, the panel will

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(Monday, 3:00 - 4:30 pm, continued from page 3)

review similar property tax freezes in other states, including those that have been implemented and the ramifications there of, as well as proposed legislation, constitutional amendments, and case law addressing similar concepts.

Speakers:

Dean F. Andral

Director, State and Local Tax Practice, KPMG LLP
Sacramento, CA

John B. Maurice, CMI

Multistate Tax Senior Manager
BDO Seidman, LLP, Troy, MI

Timothy J. Peaden, Esq., CPA

Partner, Alston & Bird LLP, Atlanta, GA

William Gregory Turner, Esq.

General Counsel, California Taxpayers' Association
Sacramento, CA

Moderator:

Mary T. Benton, Esq.

Partner, Alston & Bird, LLP, Atlanta, GA

Tuesday, September 28, 2004

8:00 am – 4:00 pm Registration Desk Open

8:30 am – 10:00 am General Session:

Internet Research: The Online Secrets of Top Corporate Researchers and Electronic Sources of Business Information

Research Techniques are designed to provide the tax professional with a working knowledge of the successful tax practitioner's approach to solving both routine and complex tax problems using the internet. The primary emphasis will be on the methodology of finding a solution to a tax issue rather than on any specific area of tax. The presentation will include a review of the skills necessary to conduct professional tax research and some tips and techniques to make it easier. Some specific sites will also be provided.

Speaker:

Jan Davis

President, JT Research, Portland, OR

Moderator:

Judith Brougham

Assistant Property Tax Manager, Walgreen Co.
Deerfield, IL

10:30 am – 12 noon General Session:

Update on Limitations Impacting Select Tax Service Providers

Session will explore the circumstances when corporate tax departments are limited in which qualified ad valorem representative it may retain based upon the type of

organization (e.g., law, accounting, appraisal and consulting firms) where that individual works.

Speakers:

Phillip M. Tatarowicz, Esq., CPA

Partner, National Director State and Local Tax Policy and Standards, Ernst and Young LLP, Chicago, IL

Anthony R. Thompson, Esq., CMI

Attorney at Law, Law Offices Anthony R. Thompson
Allentown, PA

12 noon – 1:15 pm Lunch

1:15 – 2:45 pm Concurrent Sessions:

Real Estate: Hot Topics

(Repeated at 3:00 – 4:30 pm)

In the ever-changing world of real property taxation, it is important to keep abreast of the major issues of the day. This session will explore the theoretical and practical considerations of the most controversial topics confronting real property tax practitioners. Highest and Best Use, Value in the Use v. Value in Exchange, Investment Value v. Market Value, The Inclusion of Intangible Value in the Real Estate Assessment, and Acceptable Appraisal Methodology for Appeals of Specific Property Types are some of the Hot Topics that will be discussed. Since appeal boards and courts are not always consistent in their treatment of these issues, the speakers, where possible, will also take a look at the current thinking of the courts.

Speakers:

Jerrold F. Janata, Esq., ASA

CEO, International Appraisal Company Inc.
Upper Saddle River, NJ

John A. Murphy

Real Estate Tax Administrator
National Bureau of Property Administration
Chicago, IL

Larry J. Tapanen, ASA

CEO, Tapanen Group, Inc., Portland, OR

Moderator:

Alexander L. Hazen, ASA

President, International Appraisal Company Inc.
Upper Saddle River, NJ

Third-Party Audits

(Repeated at 3:00 – 4:30 pm)

Are third-party audits different from jurisdiction-based audits? This session will focus on strategies for dealing with a third-party auditor/auditing firm rather than directly with jurisdiction auditors. How are these situations different? How can you limit the scope of the audit? How can you distinguish between omission issues and valuation issues? What happens once a discovery is made? Veteran compliance professionals will weigh in with their experience and ideas.

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(Tuesday, 1:15 - 2:45 pm, continued from page 4)

Speakers:

Vincent Palmiotta

Advisory Tax Analyst, International Business Machines Corporation, Southbury, CT

Michael D. Powell

Manager - Property Taxes, General Electric Company
Ft. Myers, FL

Moderator:

James J. Sinnott, CMI

President, Tax Management Associates Inc.,
Greenwich, CT

**Public Relations Nightmare or Corporation Hero –
Public Relations in the New Decade**

(Repeated at 3:00 - 4:30 pm)

Managing public relations during a valuation appeal is often a larger headache for property tax managers than preparing for trial. If not given proper attention, companies can be portrayed negatively by the media and the outcome of the appeal can even be placed into jeopardy.

Conversely, a managed approach to this problem can prevent undesired negative publicity when values are appealed. This session will explore the public relations issues when values are appealed and how to plan for and manage those issues. Additionally, good public relations are a part of the everyday job of property tax managers. We will discuss topics such as ways to handle day-to-day relationships with internal management, communicating tax policy, and managing multiple government stakeholders.

Speakers:

Terry L. Accordino, CPA, Property Tax Manager
Micron Technology, Inc., Boise, ID

Norman J. Bruns, Esq., Attorney
Garvey Schubert Barer, Seattle, WA

Francis W. O'Malley, Esq., Partner
Worsek & Vihon, P.C., Chicago, IL

**What You Don't Know May Hurt You – Leased
Equipment Property Tax Issues for Lessors and
Lessees**

Leasing companies today face the daunting challenge of convincing assessors to place realistic fair market values on leased equipment. This presentation is designed to assist lessors and lessees to most effectively comply and work with assessing jurisdictions to obtain the most equitable valuations. Some key topics to be addressed include: Market Value Studies, Understanding Assessors' Depreciation Factors, and Awareness of Property Taxes paid by Lessors and what Lessees can do about it. In addition, the speakers will discuss the issues encountered

when there are reporting inconsistencies between lessor and lessee and how to avoid these issues.

Speakers:

David N. Finnman, CMI

Senior Region Manager, Xerox Corporation, Phoenix, AZ

Patrick J. Gillespie, CPA

Property Tax Manager, General Electric Capital Corp.,
Stamford, CT

Moderator:

Cecilia Benites, CMI

Director, Property Tax Services, ePropertyTax
Scottsdale, AZ

3:00 pm – 4:30 pm Concurrent Sessions:

Real Estate: Hot Topics

(Repeated from 1:15 pm)

Third Party Audits

(Repeated from 1:15 pm)

Public Relations

(Repeated from 1:15 pm)

Property Tax Abatements and Incentives

Taking advantage of opportunities for significant tax savings. This session will focus on both tax policy and practical aspects of property tax abatements and incentives. It will include an interactive discussion by session leaders of specific examples of successful requests for abatements/incentives.

Speaker:

David W. Green, Manager, Property Tax Department
Ahold USA, Inc., Carlisle, PA

Janette M. Lohman, Esq., CPA, Partner
Thompson Coburn LLP, St. Louis, MO

Michelle Sutton Cardwell, CMI, Senior Manager
Deloitte & Touche, LLP, Nashville, TN

Moderator:

Al J. Comeau, CMI, Senior Tax Representative/Analyst
Dominion Resources Services, Inc., Pittsburgh, PA

CMI Orientation Review – Property Tax

This session will be a review of the property tax professional designation program, its experience and educational requirements, problem solving exercises, and questions and answers. It will give guidance to members interested in pursuing the CMI property tax professional designation.

Presented by:

CMI Professional Designation Committee – Property Tax

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(Tuesday, 3:00 - 4:30 pm, continued from page 5)

Samuel P. Birchfield, CMI

Principal, Ryan & Company, Dallas, TX

Wednesday, September 29, 2004

8:00 am – 12 noon Registration Desk Open

8:30 – 10:00 am General Session:

Litigation

This session is a must for every property tax professional, regardless of familiarity with trial techniques and procedures. The seeds of victory or defeat are sown early in property tax appeals and litigation, beginning with the initial protest or even the audit phase. This panel, consisting of a veteran tax court judge, experienced tax trial attorney, and seasoned valuation expert, will address what elements are necessary to develop a winning property tax case. The issues that the panel will explore include how to assess the strengths and weaknesses of an issue prior to committing to litigation; how to improve your chances of success during the phases leading up to trial; how to evaluate evidence in light of jurisdictional precedent; and how to successfully prepare a case for an administrative hearing, tax court trial or appellate review. The panel will also focus on the roles of these three critical personalities – arbiter, litigator, and expert – and the relationships that develop between them. This provides valuable insight into each party's expectations of one another, an element that can provide the winning edge to a successful property tax appeal.

Speakers:

Patrick J. Chambers, Esq., CMI

Property Tax Consulting Services, Irvine, CA

Mark Hilpert, CPA

Tax & Government Affairs Manager
Dykema Gossett PLLC, Lansing, MI

Charles B. Neely, Jr., Esq.

Principal, Maupin Taylor P.A., Raleigh, NC

Nancy S. Rendleman, Esq.

Chairman, State & Local Tax Practice Group
Maupin Taylor P.A., Raleigh, NC

Moderator:

Alexander L. Hazen, ASA

President, International Appraisal Company Inc.
Upper Saddle River, NJ

10:30 am – 12 noon General Session:

Settling Your Dispute: Tips, Traps, and Tools

Property tax valuation and assessment are, by nature, given to controversy. Taxpayers and taxing bodies rarely have a true "meeting of the minds" as to what creates a fair result. Traditional litigation forces the court to decide value when parties cannot agree themselves. More

jurisdictions are looking to alternative dispute resolution methods as a means to settle disputes. Properly managed negotiations and mediations can bring earlier, less expensive and more durable resolutions to property tax issues. Our speaker is an experienced negotiator, mediator and trainer. He has settled disputes in everything from "Admiralty to Zoning." Learn practical tools you can use in your property tax discussions. Learn techniques to reach "resolution," not just "settlement" where both sides walk away unhappy! Learn to disagree without being disagreeable, explore – not debate, and fix problems without fixing blame. Recognize when someone is attempting to "play" you and how to refocus the discussion. Learn strategies for dealing with confrontation, the "pit-bull" and apparent impasse. No touchy-feely psychobabble or incomprehensible legalese. Just plain talk, uncovering hidden agendas and getting the job done!

Speaker:

Sam Imperati, Esq.

Attorney, Institute for Conflict Management, Inc.
Portland, OR

Moderator:

Deanna R. Trail

V.P./Asset Appraisal
Tapanen Group, Inc.
Portland, OR

12 noon

Conclusion of Symposium

Property Tax Symposium Committee

Terry L. Polley, Chair

Cecilia Benites, CMI

Mary T. Benton

Judith Brougham

Al J. Comeau, CMI

Alexander L. Hazen

Brian T. Howes, CMI

Gary J. McCabe

Heather J. Reichardt

Liza Schaefer-Vance

Leslie S. Seba, CMI

James J. Sinnott, CMI

Deanna R. Trail

Warren W. Schick, Sr., CMI

Property Tax Education, Overall Chair

REGISTRATION INFORMATION

Any IPT member or employee of a member company/firm that has members in the Institute may register for the Symposium. The registration fee provides for the usual Symposium expenses and also includes two luncheons, two receptions, refreshment breaks, and Symposium materials. The registration fee for IPT members is \$550 **before** August 26, 2004 and \$575 **after** August 26, 2004. Symposium registration fees received after August 26, 2004 are \$25 higher in order to encourage early registration. Individuals who are not members of IPT, but whose company or firm has members in IPT, may attend the symposium for an additional \$200 charge. In this case, the total Symposium fee would be \$750 before August 26, 2004 and \$775 after August 26, 2004. If the registrant so elects, they may join as an Associate Member (providing their company already has a member in IPT) for annual dues of \$225. In this case, the total Symposium fee would be \$775 before August 26, 2004 and \$800 after August 26, 2004. An individual, who is not an employee of a company that has members in IPT, but who is eligible for membership, may attend at the fee of \$900, paid before August 26 or \$925 if payment is received after August 26. Please see registration form.

Faxed registrations are subject to the payment due date and cancellation fees. There is a cancellation charge of \$100. Any faxed registration that is not cancelled in writing prior to the September 17, 2004, cut-off date is subject to the entire Symposium fee. **All requests for refunds must be in writing.** No refunds for cancellations will be given after September 17, 2004 (5:00 p.m. EST). All registrations are to be handled in **ADVANCE** through the IPT office. If a person is not registered in advance, a surcharge of \$25 will be assessed over and above the late registration fee. Admission to all social functions and sessions is by display of badge (tickets when applicable).

All fees must be in U.S. funds. The following credit cards may be used: American Express, VISA and Master Card. In order for credit cards to be processed, it is important that the information requested on the registration form be filled out completely. If the address on your registration form differs from the billing address for your credit card, you must provide IPT with the credit card billing address.

There is a substitution charge of \$40 on or before August 26, 2004; \$50 charge after that date (a substitute must be someone from your company). All registrations must be paid in full within three weeks of acceptance and prior to symposium. A \$25 surcharge applies to any payment received after August 26, 2004; \$50 surcharge if payment is still outstanding as of September 29, 2004. A confirmation of acceptance will be sent.

Make checks payable to:

Institute for Professionals in Taxation
600 Northpark Town Center
1200 Abernathy Road, N.E. Suite L-2
Atlanta, GA 30328

Telephone: 404-240-2300 **Fax:** 404-240-2315

Dress: For the Symposium, sportswear or informal business dress is appropriate throughout the daytime sessions.

Hotel Information and Reservations: The Institute's Twenty-Eighth Annual Symposium is being held at the Marriott Renaissance Esmeralda Hotel in Indian Wells, California, which is located approximately 13 miles from Palm Springs and 18 miles from the Palm Springs International Airport.

Rooms may not be available for check-in until after 3:00 p.m. Checkout time is noon. Room reservations should be made directly with the hotel by returning the special hotel reservation form. Special requests should be made directly with the hotel. Reservations requested beyond the cut-off date (August 24, 2004) or after the room block is filled, whichever comes first, are subject to availability. Rooms may still be available after the cut-off date, but not necessarily at the group rates. All reservations are subject to a local room tax. Please mention that you are attending the Institute's program in all contact with the hotel. Single or Double Occupancy Resort View - \$154; Pool View - \$184; Corner Room - \$204; and Spa Suite - \$300.

Hotel Address:

Marriott Renaissance Esmeralda
44-400 Indian Wells Lane
Indian Wells, CA 92210-8708
Phone: (760) 773-4444
www.RenaissanceEsmeralda.com

Continuing Education Credits: The Institute for Professionals in Taxation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Nashville, TN, 37219-2417. Web site: www.nasba.org. Eighteen (18) CPE credits are available for full attendance. In accordance with the standards of the National Registry of CPE Sponsors, CPE credits are granted based on a 50-minute hour.

Registrants who wish to obtain credit from other organizations may have their particular forms signed by the IPT staff. CMLs will receive hour for hour continuing education credits for actual session attendance upon submittal of the appropriate continuing education form.

For more information regarding administrative policies such as complaint and refund, please contact our office at (404) 240-2300.

Field of Study: Taxation
Instructional Method: Group Live
Prerequisites: None
Program Level: Multiple