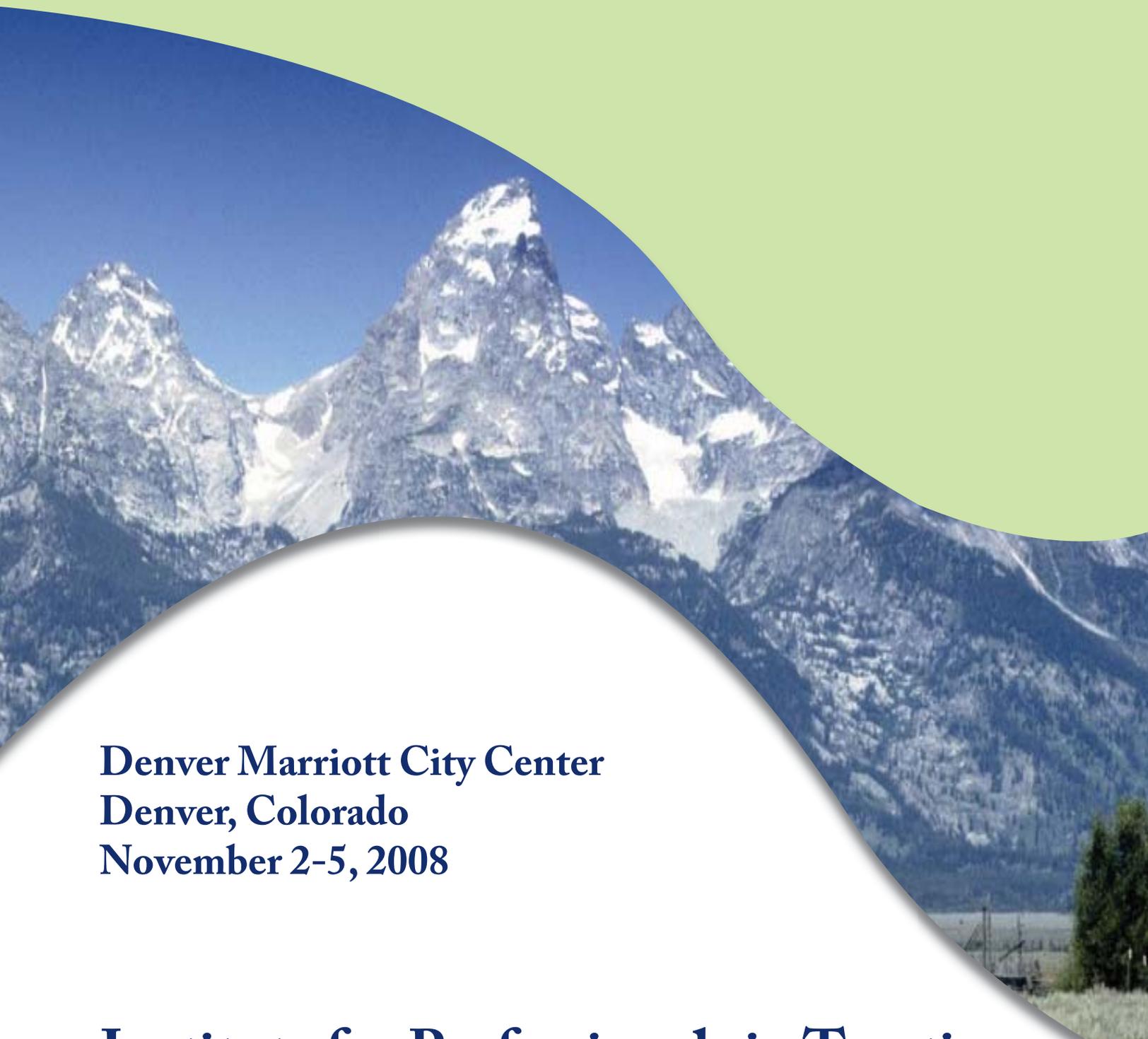


# **IPT Property Tax Symposium**

## **Excellence Through Tax Education**



**Denver Marriott City Center**  
**Denver, Colorado**  
**November 2-5, 2008**

**Institute for Professionals in Taxation**  
**Register by October 1, 2008 and pay the lower registration fee!**



# 2008 IPT Property Tax Symposium

November 2-5, 2008  
Denver Marriott City Center ~ Denver, Colorado

## Preliminary Program

### Sunday, November 2, 2008

4:00-7:00pm **Registration**

5:30-6:00pm **IPT Primer: An Introduction to IPT  
for New Members and First-Time  
Attendees**

**Overall Education Committee Chair & Symposium  
Chair**

**Mark F. Semerad, CMI, Esq.**  
Manager - Property Tax  
Level 3 Communications  
Broomfield, CO

**Welcome from IPT President**

**Anthony R. Thompson, CMI, Esq.**  
Attorney At Law  
Law Offices Anthony R. Thompson  
Lehigh Valley, PA

4:30-5:45pm **CMI Orientation**

The purpose of the CMI-Property Tax Orientation Session is to review and explain the professional designation program offered by the Institute. During this session, members of the Professional Designation Property Tax Committee explain the professional and educational requirements for candidacy and certification. They also provide an overview of the format and subject matter of the CMI written and oral exams, including problem solving, ethics, and questions and answers. IPT encourages all members who are interested in pursuing the CMI professional designation to attend.

**Presented by CMI Committee**

6:00-7:00pm **“Welcome to Denver” Networking  
Social Hour**

### Monday, November 3, 2008

6:30-7:45am **Pre-Session Continental Breakfast  
available to hotel guests registered  
under IPT’s room block**

7:00am-4:00pm **Registration Continues**

8:15-8:30am **Official Opening of Symposium**

**Anthony R. Thompson, CMI, Esq.**  
President  
Institute for Professionals in Taxation

**Mark F. Semerad, CMI, Esq.**  
Program Chair  
2008 Property Tax Symposium

8:30-9:30am **General Session**

### **The Kodak Case: What Happened, How did it Happen?**

A discussion of the events surrounding the federal prosecution regarding kickback schemes involving corporate personnel, local officials and consultants.

Learning objectives:

- Understand the events leading to the federal indictments of corporate managers, consultants and local officials.
- Consider possible methods of detecting or preventing unethical behavior in the future.

*Speaker TBA*

## Monday, November 3, 2008, continued

9:45-10:45am **General Session**

### **A View from the Administrator's Office**

As all property tax professionals know, effective property tax management is based on an understanding of the requirements, concerns, and approaches taken by state and local officials. Behind the valuation notices we receive in the mail, a complex relationship of political dynamics, office management, valuation procedures, and information technology all conspire to make the tax official's job challenging and rewarding. JoAnn Groff is the Property Tax Administrator for the State of Colorado. Her duties include managing the Division of Property Taxation, supervision and support for local assessors, developing equalization information, and direct valuation of utility and railroad companies. She is formerly a state legislator and lobbyist and will bring a perspective that will give us greater insight into the administrative and political world of assessing officials.

Learning Objectives:

- Learn a brief history of property tax in the United States and state of Colorado
- Acquire an appreciation of the political and administrative concerns of assessing officials
- Understand some of the political dynamics of tax limitation petitions
- Learn some of the issues that property tax officials like and don't like in dealing with property tax professionals
- Be better prepared to understand the position of assessing officials when facing valuation negotiations

*Speaker:*

**JoAnn Groff**

Property Tax Administrator  
Colorado Department of Local Affairs  
Division of Property Taxation  
Denver, CO

11:00am-Noon **General Session**

### **View from the Tax Board - How to Present Your Case**

The Chair of the Utah State Tax Commission provides insight and recommendations on the effective presentation of a tax case. Learn from an "insiders" perspective what decision-makers want to see and hear, and the best method for delivering a winning case. Not only will you learn the relative effectiveness of various approaches and methods of presenting tax cases, you will take away the most important "Do's and Don'ts" in presenting any tax appeal.

Learning Objectives:

- Understand the perspective of the fact-finder and decision-maker in contested tax cases
- Evaluate the effectiveness of various methods and approaches of presenting tax cases
- Recognize potential traps in the process of presenting a tax case to an administrative agency or board
- Identify ways to improve the presentation of a tax case to an administrative agency or board

*Speaker:*

**Honorable R. Bruce Johnson**

Commissioner  
Utah State Tax Commission  
Salt Lake City, UT

12 noon-1:00pm **Lunch**

1:15-2:15pm **Concurrent Breakout Sessions**



### **Fixed Asset Studies: Solving Property Tax Problems Resulting from Poor Property Records**

Understanding and managing assessor expectations, and developing the required fixed asset study documentation when executing any of the cleanup activities, are key to being successful in getting the assessor to accept the solution. This session will discuss the development of fixed asset studies and how to effectively utilize them.

## Monday, November 3, 2008, continued

### Learning Objectives:

- Identify primary areas where the fixed asset record does an inadequate job for property taxes including: Property classifications, Capitalized repairs, Relocation costs, Record structure, Rebuilds, and Unrecorded retirements
- Recognize solutions to the above record issues

### Speakers:

#### Thomas M. Brown

Senior Vice President - Practice Development  
American Appraisal Associates, Inc.  
Dallas, TX

#### Pat W. Sloan, CMI, ASA

Senior Manager  
Merit Appraisal & Tax Consulting, LP  
Gainesville, TX



### Cool Tools *(Repeated at 2:30pm)*

This session has been designed to provide user-friendly information on state-of-the-art research and resource identification. Everything you could possibly need or want to know, from valuation academia, to market data and statistics, industry-specific studies, to public records and beyond, is a few clicks away. Do you still refer to the Internet as “The Information Superhighway?” Then, this breakout is a “must-attend” session. Even for those professionals using the internet daily, this session will add considerably to the resources already in your tool box.

### Learning Objectives:

- Identify which hardware and software tools are right for my practice
- Locate free flood maps and aeriels
- Access office computer from home
- Create an Adobe Acrobat file for free
- Locate site to obtain a free HPT12c calculator for the computer
- Electronically send a 50 megabyte report file

- Analyze and select appropriate narrative appraisal preparation software
- Extract images from the Internet

### Speaker:

#### R. Wayne Pugh, MAI, CRE

Appraisal Institute President  
R. Wayne Pugh and Company  
Baton Rouge, LA



### Valuation of Major Industrial Properties: Case Studies in Diverse Industries

This session will include a look at industry cycles that impact value and obsolescence. Your presenters, an experienced industrial appraiser and long time energy industry tax representative, will broadly illustrate the application of basic valuation approaches and principles to a broad range of complex properties and industries, including cogeneration, metals, pulp, and paper and refining. This session will also identify and discuss commonly-used and helpful valuation research resources. The attendee will take away knowledge and insight immediately useful in reaching the “right” result, in disputes over the valuation of varied major industrial properties.”

### Learning Objectives:

- Be exposed to the application of the broad principles of valuation to diverse complex properties and industries;
- Hear a discussion of the relationship between industry cycles and obsolescence;
- Obtain increased awareness and ability to identify the "valuation drivers" applicable to the industries discussed, from independent appraiser and company property tax representative perspectives;
- Have an opportunity to question the presenters regarding current valuation issues and concerns; and
- Be exposed to commonly used and helpful valuation research sources applicable to varied industries.

## Monday, November 3, 2008, continued

### Speakers:

#### **Robert S. Svoboda, ASA, PE**

Director

Deloitte Financial Advisory Services LLP  
Houston, TX

#### **Bob G. Adair, CMI**

Senior Consultant

ConocoPhillips Company  
Houston, TX

2:30-3:30pm **Concurrent Breakout Sessions**



### **Cool Tools** (Repeated from 1:15pm)



### **Going Concern, BEV (Business Enterprise Value)**

A going concern is the composite or bundle of value one receives from an asset, realty, or a business. The going concern's worth is the sum value of each of these components, such as real estate (land and building), personal property (FF&E, M&E, and Fixtures), and goodwill (an intangible component). The goodwill component is often referred to as the "going concern" or "business value." This presentation will define and explain each of these going concern components, where to look for and how to value them, and the best ways to communicate their existence to assessors.

#### Learning Objectives:

- Definition of going concern and its components
- Examples of these intangible concerns (with photo examples)
- Measuring the valuation of the going concern's intangible component
- How to effectively communicate the value to assessors
- Discuss California court cases reflecting intangible values in property values
- Discuss California legislation dealing with intangible values

- Discuss Refinery case study of an income approach capturing business enterprise values
- Discuss the use of SEC purchase price allocations by assessors to capture going concern values

### Speakers:

#### **J. Scott Donald, CMI**

Vice-President

Marvin F. Poer & Company  
Irvine, CA

#### **Richard J. Ayoob, Esq.**

Partner

Ajalat, Polley, Ayoob & Matarese  
Glendale, CA



### **Building a Property Tax Staff**

This session will focus on the current environment in attracting and developing property tax professionals. As many have discovered recently, the process of attracting and retaining new professionals is a bit more difficult than it once was. The session will cover a range of topics including methods for recruitment, what training seems to provide the best results, and how to provide crucial opportunities to work on projects that build the skill set to enable the property tax professional to be successful. Both of the speakers have significant experience in large corporate tax departments and are well-versed in the challenges of recruiting and developing staff. In addition, experience developing staff from the consultant's vantage point can also be shared.

#### Learning Objectives:

- Gain an understanding of the current environment in recruiting new tax professionals
- Learn what training is working well with developing property tax staff
- From filing the first return to becoming an effective tax agent, what kind of developmental opportunities are useful in creating core competencies
- What strategies work well in retaining property tax professionals

## Monday, November 3, 2008, continued

### *Speakers:*

**A. Allen Mitro, CMI, ASA**

Director

Duff and Phelps LLC

Green Valley, AZ

**Rodney R. Sturgeon, CMI, ASA, SLREA**

Property Tax Manager (TRAC)

Exxon Mobil Corporation

Houston, TX

3:45-4:45pm **Concurrent Breakout Sessions**



### **Going Green**

Everywhere you look these days you will find “green” initiatives intertwined in all aspects of business. Eco-friendly operations and design have moved into the mainstream of real estate and are changing the way the market approaches renovation and new development. Real estate owners and operators are now fully engaged in the “green” movement as they have witnessed a positive market response and an increase in consumer demand. This session will outline the true costs and benefits of going green and explore how these costs might affect property tax assessments and how best to address these new “green” issues in property valuation.

#### Learning Objectives:

- Obtain a greater understanding of the meaning “green” and how much of an impact this trend is having on the real estate industry
- Explore the true costs for green construction and renovations and how they have changed in recent years
- Discuss “green” specific start up and ongoing costs
- Define and outline different green certifications (i.e. LEED, Energy Star, etc). LEED Green Building Rating System™ is the nationally accepted benchmark for the design, construction, and operation of high performance green buildings and is administered by the U.S. Green Building Council (USGBC)

- Examine the “intangible cost” of green operations, maintenance, and management
- Explore reasonable methodologies to account for “green” costs in approaches to value real property.

### *Speaker:*

**Michael J. Shalley, Jr.**

Director of Appeals

Popp, Gray & Hutcheson, LLP

Austin, TX



### **Purchase-Price Accounting, IRS to Property Tax - Valuation of Real Property as Indicated by the Filing of a Transfer Document at Local Government Levels**

It is important for property tax professionals to understand the distinctions between the various definitions of value in order to properly analyze market transactions and their relevance in determining the assessed value of real property. Your presenters are appraisers holding the MAI designation awarded by the Appraisal Institute, and are experienced in engagements requiring appraisals for a wide variety of purposes. This session will address many of the considerations that can affect the reported value of a property, as well as personal property, beyond its recorded purchase price, and how awareness of the circumstances of a sale may be used to better understand property tax assessment.

#### Learning Objectives:

- Be exposed to the application of broad principles of valuation by assessing officials under normal market conditions
- Become aware that local requirements to file transfer declarations which might involve revenue generating opportunities for local jurisdictions and statistics for determining the need for equalizations factors can also be relied principally or solely by assessing officials in determination of setting an assessment

## Monday, November 3, 2008, continued

- Obtain increased awareness of extraordinary circumstances of a sale if an assessing official is too reliant on the value recorded on a transfer declaration
- Obtain suggestions from the presenter regarding questions to ask the purchaser of property regarding the purpose of assigning a value to property for transfer declaration purposes
- Determine a reasonable and alternative approach to valuation of a property not inconsistent with measuring outside influences and considerations in arriving at a purchase price

### *Speakers:*

#### **Gordon K. Vella**

Director in the Valuation & Financial Opinions Group  
Stout Risius Ross, Inc.  
Chicago, IL

#### **Susan P. Shipman, MAI**

Director in the Valuation & Financial Opinions Group  
Stout Risius Ross, Inc.  
Southfield, MI



### **Managing Up: Communication within a Corporation**

Attendees of this session will hear two property tax managers of large corporations discuss the intricacies of managing at the corporate level. Topics of discussion will include effective tools for managing up, across, down, and out in a large corporation. Additionally, the speakers will elaborate on the differing communication requirements dependent on level and division.

#### Learning Objectives:

- Gain an understanding of the challenges managers face in this role
- Identify relevant information that should be communicated and develop effective means of communication to the proper parties
- Develop an awareness of the circumstances surrounding reporting requirements

### *Speakers:*

#### **Judith Brougham**

Senior Property Tax Manager  
Walgreen Co.  
Deerfield, IL

#### **Robert D. Butterbaugh, CMI, CPA**

Manager, Global Grants, Incentives & Property Taxes  
E.I. du Pont de Nemours and Company  
Wilmington, DE

6:00-7:00pm **Networking Social Hour**

## Tuesday, November 4, 2008

6:30-7:45am **Pre-Session Continental Breakfast available to hotel guests registered under IPT's room block**

8:00-9:30am **General Session**

### **Economic Outlook**

Inflation? Stagflation? Recession? What does the future hold for the national and world economy? Dr. Tucker Hart Adams is Chief Economist at U.S. Bank and head of her own consulting firm, The Adams Group. Dr. Adams' clients include law firms, banks, governments, and developers. She has spoken extensively regarding the state of local, national, and world economies, and her opinions and insights are well-respected the world over. Dr. Adams will share her insights on the state of the United States' economy and the prospects for the future.

#### Learning Objectives:

- Understand the current state of the U. S. economy
- Understand the conditions that will affect the economy in the near future
- Learn the current economic dynamics affecting commercial real estate values

Tuesday, November 4, 2008, Continued

*Speaker:*

**Tucker Hart Adams, Ph.D.**

Chief Economist  
Rocky Mountain Region  
U.S. Bank  
Colorado Springs, CO

9:45-10:45am **General Session**

**Valuation Procedures to Estimate Functional & Economic Obsolescence**

Many industrial and commercial properties experience functional and/or economic obsolescence. This is particularly true as taxpayer corporations try to adapt to rapid technology changes and to the industry-wide effects of the current economic recession. This presentation will describe the generally accepted methods that valuation analysts use (1) to identify and (2) to quantify both functional and economic obsolescence. Regarding functional obsolescence, this presentation will focus on measuring excess capital costs, excess operating costs, capacity utilization, and technology-related reductions in asset-remaining life. Regarding economic obsolescence, this presentation will focus on measuring the income shortfall related to industry demand, product prices, material costs, rates of return, and operating profit margins.

Learning Objectives:

- How to recognize the existence of functional and economic obsolescence
- How to measure the property value decrements due to function and economic obsolescence using generally accepted methods and procedures
- How to document the obsolescence analysis in the property valuation report
- How to respond to tax assessor objections regarding claims for functional and economic obsolescence

*Speaker:*

**Robert F. Reilly, CPA, CFA**

Managing Director  
Willamette Management Associates  
Chicago, IL

11:00am-Noon **General Session**

**Case Study**

**All's Well that End's Well: A Case Study in the Trial of a Property Tax Appeal**

This year's case presentation promises to be a great one. Listen to an attorney and tax manager discuss the evolution of an appeal as it progresses from start to finish: the legal valuation and other issues involved.

Learning Objectives:

- Gain insight into identifying issues worthy of legal challenges to appeals
- Understand how to build a litigation team to pursue legal remedies
- Appreciate the risks involved in challenging assessment through formal legal appeals

*Speakers:*

**Charles Benton, MIMA, PLE**

Senior Director  
Altus Group Realty Tax Consulting  
Toronto, ON

**David Fleet, Esq.**

Partner  
Walker Poole Nixon LLP  
Toronto, ON

12 noon-1:00pm Lunch

1:15-2:15pm **Concurrent Breakout Sessions**



**Advanced Cap Rates Analysis**

*(Repeated at 3:45 pm)*

All capitalization rates are not 10%! In developing or critiquing an income approach to market value, it is important to select the appropriate capitalization rate for a specific category of real estate. This session will examine empirical capitalization rates which have applied to different types of real property throughout the current business cycle. Persons who attend will be better equipped to recognize market demand trends for different kinds of real estate, and to appreciate how this

## Tuesday, November 4, 2008, Continued

impacts upon the income approach. This session will examine the demonstrated relationships between the selling prices and the net operating incomes of a wide variety of different kinds of income-producing real estate. Persons who attend will better understand how appraisers can evaluate income properties of different types.

### Learning Objectives:

- Gain an understanding of the empirical and demonstrated relationships between the selling prices and the real estate net operating income earning capacities of different kinds of real estate
- How the marketplace demonstrates the relative demand for income-producing real estate of various natures, descriptions and locations
- How an appraiser more accurately determines the valuation of a subject income-producing property

### Speaker:

**Paul D. Griffith, CMI, MAI**

Managing Director  
Integra Realty Resources  
Sewickley, PA



### Turning the Tables – Challenging the Assessors' Valuation Factors

Most often the valuation of personal property is viewed by the property tax professional as nothing more than the exercise of “trend and bend.” This session will provide you with the tools necessary to successfully challenge the valuation factors used by assessors.

### Learning Objectives:

- Evaluate tables and recognize inappropriate trend and depreciation factors
- Identify jurisdictions where challenges have been successful
- Understand how to develop techniques which produce successful challenges.

### Speakers:

**Rick H. Izumi, CMI**

Partner  
ITA, LLC  
Chatsworth, CA

**Michael D. Larson, CMI, ASA**

Controller, Tax Operations  
Xerox Corporation  
Rochester, NY



### Appraisal Hot Topics: Refresh Your Working Knowledge of Key Appraisal Concepts - Valuation Issues for Assessment Purposes

(Repeated at 3:45 pm)

This session will explore key real estate and personal property appraisal concepts as they pertain to the valuation of property for assessment purposes. It will also review pertinent case law and point out where appraisers and/or appeal boards and courts commonly misunderstand or misapply valuation principles and procedures. Persons who attend will be better able to recognize and avoid these mistakes, attack them where they appear in an opposing appraisal, and make certain that their own valuation position is well-founded and properly presented.

### Learning Objectives

- Gain a better understanding of several valuation issues of current concern in ad valorem property assessments
- How to recognize and combat improper valuation methodologies
- How to persuade the assessor or the tribunal to come down on the “right” side of valuation issues

### Speaker:

**Alexander L. Hazen, ASA, IFAS**

President  
International Appraisal Company Inc.  
Upper Saddle River, NJ

**Gregg Manzione, MAI**

Director of Real Property Appraisal  
Nationwide Consulting Company, Inc.  
Glen Rock, NJ

## Tuesday, November 4, 2008, Continued

2:30-3:30pm **Concurrent Breakout Sessions**



### **Sale Leaseback Issues**

This session will explore the ramifications of sales-leaseback activity in local markets, with special emphasis on the effects of non-market players in such transactions. While appraisers and assessors generally understand that sales-leaseback transactions do not represent arms-length sales of real estate, there are other players who must be educated to the more financial nature of these transactions.

#### *Speakers:*

**Dean A. McQuown, CMI**

Senior Consultant

National Bureau of Property Administration, Inc.  
Chicago, IL

**Second Speaker TBA**



### **Business Enterprise Value (BEV) and How Court Decisions Have Treated this Issue**

Is BEV an appropriate part of the process to determine a company's property value? The concept arises in different guises, and this session will examine and report on how different court decisions have dealt with its various permutations. Members attending this session will be better able to recognize when BEV is being pursued and how it may be countered.

#### Learning Objectives:

- Gain an understanding of how court decisions throughout the several states have dealt with the issue of business enterprise valuation as a permitted ingredient in ad valorem property tax assessments; and
- The various guises of business enterprise valuation in the appraisal of assessable property and how courts have recognized (or not recognized) them

#### *Speaker:*

**Norman J. Bruns**

Attorney

Garvey Schubert Barer  
Seattle, WA



### **How Appraisal Practice Fits Into the Process: Appraisal Process, USPAP, and Testimony**

The presenter will describe the appraisal process, including what it is and what it is not, and its strengths and weaknesses. The presenter will explain the application of the Uniform Standards of Professional Appraisal Practice (USPAP) in performing appraisals. The presenter will describe the significance of the definition of market value in the appraisal process, and the development and importance of the scope of work of the appraisal. The presenter will discuss the role of appraiser testimony in the presentation of valuation cases and will offer suggestions on how to maximize the benefits of an appraiser's testimony.

#### Learning Objectives:

- Understand what the appraisal process is and what it is not, identify the steps in the appraisal process, and recognize strengths and weaknesses of the appraisal process
- Recognize the significance of the USPAP standards in the appraisal process and understand what the standards are and what they are not
- Identify the applicable definition of market value and understand its place in the appraisal process
- Identify the scope of work of an appraisal and understand its significance in the appraisal process
- Recognize that appraisers perform assignments impartially, objectively, and independently and understand the limits of the appraisal process
- Develop a process to maximize the benefits of an appraiser's testimony

#### *Speaker:*

**Peter D. Bowes, MAI, CRE, PE**

Bowes and Company  
Denver, CO

## Tuesday, November 4, 2008, Continued

3:45-4:45pm **Concurrent Breakout Sessions**



### **Appraisal Hot Topics**

*(Repeated from 1:15pm)*



### **Advanced Cap Rates Analysis**

*(Repeated from 1:15pm)*



### **Property Tax Impact of Current Energy Demand and Pricing Trends**

The upward trend in energy prices presents property tax professionals with new challenges that affect the marketability and value of property. Higher expenses, lower profitability, increased risk and a reduced pool of potential buyers are some of the issues this presentation explores with a focus on examining the property tax consequences of the global energy market.

Learning Objectives:

- Recognize current trends in energy consumption that affect energy prices
- Understand the effect of energy prices on North American manufacturing infrastructure
- Illustrate application of these trends to property valuation

**Speaker:**

**Sebastian Rodrigano**

Director of Complex Appeals  
Popp, Gray & Hutcheson, LLP  
Austin, TX

6:00-6:30pm **Pre-Dinner Gathering**

9:00-11:00pm **After-Dinner Gathering**

## Wednesday, November 5, 2008

6:45-8:00 a.m. **Pre-Session Continental Breakfast available to hotel guests registered under IPT's room block**

8:15-8:45am **General Session**

### **Using IPT's Website to Increase Your Effectiveness in Handling the Tax Function**

Are you an active user of the IPT website? In this session you will learn about the various areas of the Institute's site and how you can best utilize the information to assist you with your tax responsibilities. Do you track legislation? Call another member, whom you met at an IPT function, with a question? Do you post an issue to the discussion forum?

Learning Objectives:

- Utilize the IPT website to track legislation
- Conduct a search of the membership directory
- Register online for programs
- Register to participate in e-forums
- Take courses online

**Speaker:**

**Daniel Peterson, CMI, CPA**

President  
National Bureau of Property Administration, Inc.  
Chicago, IL

8:45-10:15am **General Session**

### **Restoring Confidence in Business through Ethical Behavior**

The cover of *Fortune* magazine, as Citigroup and others announced another round of billion-dollar write-downs, reads, "What were they smoking?" 2007 brought us the market decline via subprime lending, but it also brought us the greatest number of public corruption cases ever brought by the Justice Department and state attorneys general. And even the ivory tower lost seven presidents in 2007 amid spending and misconduct scandals. And

interwoven among the subprime and government scandals are appraisers and too many state and local tax officials. Trust is at the heart of business. But trust is also critical for government officials and those who work with them, because corruption undermines trust, which then undermines capitalism. We are all interconnected by the simple notion of trust. And at the heart of trust is ethics, another simple notion in concept that has proven difficult in execution. This session will explore the importance of ethics for all aspects of economic systems, including the key component of taxation. The capitalist system depends upon markets that function properly, and such markets require trust and ethical conduct by all who participate.

Learning Objectives:

- Recognize the importance of ethics for tax professionals
- Understand that ethical behavior is essential for capitalism and markets to work effectively.

*Speaker:*

**Marianne M. Jennings, Esq.**

Professor of Legal and Ethical Studies

Arizona State University

Mesa, AZ

10:30-11:30am **Industry Roundtable  
Discussion Sessions**

(Select one of six)

The Property Tax Symposium Roundtables are now a popular IPT tradition. Join colleagues in your industry in an informal discussion group to exchange ideas, experiences and strategies for your industry's hot topics and burning issues. Don't miss this great opportunity to network with the players in your industry.

**Energy**

**Hotel & Healthcare**

**Industrial**

**Personal Property**

**Retail**

**Telecom/High-Tech**

## 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, three receptions, refreshment breaks, and symposium materials. The early registration fee for IPT members is \$575 **before October 2, 2008** and \$600 **after October 2, 2008**. Registrant saves \$25 if payment is received prior to October 2, 2008. 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 for nonmembers would be \$775 before October 2, 2008 and \$800 after October 2, 2008. If the registrant so elects, he or she 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 \$800 before October 2, 2008 and \$825 after October 2, 2008. 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 \$1,000, paid before October 2 or \$1,025 if payment is received after October 2. 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 October 24, 2008 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 October 24, 2008 (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 regular 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 October 2, 2008; a \$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 the symposium. The discount of \$25 does not apply to any payment received after October 2, 2008; after November 5, 2008 a \$50 fee applies. A confirmation of acceptance will be sent.

### **Make checks payable to:**

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

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

## HOTEL INFORMATION AND RESERVATIONS

The Institute's annual symposium is being held at the Denver Marriott City Center, 1701 California Street, Denver, CO 80202.

Room reservations and special requests should be made directly with the hotel as soon as possible. **Reservations requested after the room block is filled or beyond the cut-off date (September 17, 2008), whichever comes first, are subject to availability.** Rooms may still be available after the room block fills or beyond the cut-off date, but not necessarily at the group rates. All reservations are subject to a local room tax. There are separate costs for the hotel. Please refer to the hotel reservation form. The Denver Marriott City Center is approximately 26 miles from the Denver Airport. Check-in time is after 4:00 p.m. Check-out time is noon. Online reservations can be made by clicking on the following link: [Denver Marriott City Center](#) Enter your arrival date to begin the reservation process. The single occupancy group rate is \$191. Please contact the hotel for double occupancy rates. Mention that you are attending the Institute's program in all contact with the hotel in order to receive the group rate.

Hotel Address: The Denver Marriott City Center  
1701 California Street  
Denver, Colorado 80202  
Phone: (303) 297-1300  
Fax: (303) 293-3736

**Symposium Materials:** Prior to the program, registrants will receive access to print papers for the sessions they will be attending. These papers will be available after the symposium as well. Printed copies of materials will not be given out on site.

**Continuing Education Credits:** Approximately eighteen (18.5) CPE credits (including 1.5 IPT ethics credit hours) are available for full attendance Monday through Wednesday.

As required by regulatory agencies, IPT must verify individual attendance at sessions in order to grant Continuing Education Credits. Each attendee's name badge has a unique barcode that identifies that individual. In order to obtain CE credit, the individual must have his or her bar-coded badge scanned during the first 15 minutes of each session. No credit for the session will be given to un-scanned attendees.

CMIs will receive hour-for-hour continuing education credits for actual session attendance and no longer need to submit a form.

**Field of Study:** Taxation **Prerequisites:** None  
**Program Level:** All sessions are intermediate level except as noted. Some familiarity with the subject matter is advised.

**Instructional Method:** Group Live  
**Advance Preparation Required:** None

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, Suite 700, Nashville, TN, 37219-2417. Web site: [www.nasba.org](http://www.nasba.org). In accordance with the standards of the National Registry of CPE Sponsors, CPE credits are granted based on a 50-minute hour. For more information regarding administrative policies such as complaint and refund, please contact our office at (404) 240-2300.

**Dress:** For the symposium, business casual dress is appropriate throughout the daytime sessions.

Photos will be taken at this event. These photos may be published in IPT publications, photo albums, multimedia presentations, and on IPT's website. Your attendance at this event grants IPT the right to publish these photos.

## 2008 Property Tax Symposium Committee

**Mark F. Semerad, Esq., CMI, Chair**  
Level 3 Communications

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Level 3 Communications

# IPT Property Tax Symposium Registration Form

## November 2 -5, 2008 Denver Marriott City Center ~ Denver, Colorado

Please check box  by line if there are any changes to your membership record. IPT members can change address information via IPT website and may also register online for the Symposium by clicking on the member login section.

Full Name \_\_\_\_\_  CMI  Name for Badge \_\_\_\_\_

Title \_\_\_\_\_  Company \_\_\_\_\_

Street Address \_\_\_\_\_  City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_  Fax \_\_\_\_\_  E-Mail \_\_\_\_\_

Arrival Date & Time \_\_\_\_\_ Departure Date \_\_\_\_\_

Hotel Arrival:  Fri  Sat  Sun  Other  Not staying at the Symposium Hotel, please specify \_\_\_\_\_

Please ✓	Fee Payment in US Funds (\$25 discount for early registrants)	Payment on or before 10/2/2008	Payment after 10/2/2008	Amount remitted
<input checked="" type="checkbox"/>	I personally hold an IPT Membership.	\$575	\$600	
<input type="checkbox"/>	I do not hold a membership, but my company/firm has members in IPT.	\$775	\$800	
<input type="checkbox"/>	No one from company belongs to IPT; however, I meet membership eligibility requirements.	\$1,000	\$1,025	
<input type="checkbox"/>	I want to become a member of IPT and attend the Symposium. The company I work for already has a member in IPT. Enclosed are my <b>non-refundable</b> Property Tax Associate Member Dues (\$225) & my completed associate membership application (available at IPT's website) which make me eligible for the lower registration fee.	\$575 + \$225 Remit: \$800	\$600 + \$225 Remit: \$825	

**PAYMENT AND CANCELLATION:** Faxed registrations will be accepted but are subject to the same \$100 cancellation and fee schedule as registrations accompanied by full payment (payments may be made by check or credit card - Amex, VISA, MC). Refunds, subject to a cancellation charge of \$100, will be made upon written notification of cancellation received by October 24, 2008, 5:00 p.m. EST. There is also a substitution charge of \$40 before October 2, 2008; \$50 after that date. (Substitute must be someone from your company.) Make checks payable to: Institute for Professionals in Taxation, and remit to: 1200 Abernathy Road, N.E., Building 600, Suite L-2, Atlanta, GA 30328. **Registrations may be faxed to IPT at 404.240.2315.** Should you have any questions, please call 404.240.2300.

Check (made payable to IPT)      Credit Card:  American Express     Visa     MasterCard

Name on Credit Card \_\_\_\_\_ Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_ Billing Address \_\_\_\_\_

(Select One) <input type="checkbox"/> I will attend the CMI Orientation on Sunday, November 2, 2008 from 4:30 to 5:45 p.m. <b>OR</b> <input type="checkbox"/> New Member/First Time Attendee Orientation, Sunday, November 2, 2008 from 5:30 to 6:30 p.m.		
I will attend the following Concurrent Sessions on Monday, November 3, 2008		
(Select One) 1:15 p.m. - 2:15 p.m. <input type="checkbox"/> Fixed Asset Studies <input type="checkbox"/> Cool Tools (repeated at 2:30 p.m.) <input type="checkbox"/> Valuation of Major Industrial Properties	(Select One) 2:30 p.m. - 3:30 p.m. <input type="checkbox"/> Cool Tools (repeated from 1:15 p.m.) <input type="checkbox"/> Going Concern, BEV <input type="checkbox"/> Building a Property Tax Staff	(Select One) 3:45 p.m. - 4:45 p.m. <input type="checkbox"/> Going Green <input type="checkbox"/> Purchase Price Accounting <input type="checkbox"/> Communication within a Corporation
I will attend the following Concurrent Sessions on Tuesday, November 4, 2008		
(Select One) 1:15 p.m. - 2:15 p.m. <input type="checkbox"/> Advanced Cap Rates Analysis (repeated at 3:45 p.m.) <input type="checkbox"/> Challenging the Assessors' Valuation Factors <input type="checkbox"/> Appraisal Hot Topics (repeated at 3:45 p.m.)	(Select One) 2:30 p.m. - 3:30 p.m. <input type="checkbox"/> Sale Leaseback Issues <input type="checkbox"/> Business Enterprise Value <input type="checkbox"/> USPAP	(Select One) 3:45 p.m. - 4:45 p.m. <input type="checkbox"/> Appraisal Hot Topics (repeated from 1:15 p.m.) <input type="checkbox"/> Advanced Cap Rates (repeated from 1:15 p.m.) <input type="checkbox"/> Energy Prices/Market Values
I will attend one of the following Roundtable Sessions on Wednesday, November 5, 2008		
<input type="checkbox"/> Energy <input type="checkbox"/> Hotel & Healthcare <input type="checkbox"/> Industrial <input type="checkbox"/> Personal Property <input type="checkbox"/> Retail <input type="checkbox"/> Telecom/High-Tech		

**Please provide the following if applicable:** Texas property tax consultant license number: \_\_\_\_\_

State Bar/Attorney number & state where licensed: \_\_\_\_\_

CPA number & state where licensed: \_\_\_\_\_

Other organizations where certified or licensed including license # & state \_\_\_\_\_

**The following information is collected to develop a participant profile and a statistical record of the group. Individual responses will be kept completely confidential.**

**1. Type of Business (Please circle all that apply. This is to classify members by industry):**

- |                           |                                   |  |                     |
|---------------------------|-----------------------------------|--|---------------------|
| ACC Accounting            | FFS Fast Food Service/Restaurants | MH Motel/Hotel/Resorts                 | TR Transportation   |
| APP Appraising            | FI Financial                      | MAN Manufacturing                      | UTY Utility         |
| CNG Consulting (Tax)      | HC Hospital/Healthcare/Adult Care | OG Oil/Gas                             | WH Wholesale        |
| COM Communications        | IN Insurance                      | RD Retail Distribution                 | WM Waste Management |
| CON Construction          | IS Info. Services/Publishing      | RED Real Estate Development/Management |                     |
| EGY Energy                | LGL Legal                         | SVC Service, specify _____             |                     |
| EN Entertainment Industry | LSG Leasing                       | TEL Telecommunications                 |                     |

**2. Select the title description that most accurately reflects your title:**

Corporate Members:	
Position	Title Designation/Specification
<input type="checkbox"/> Manager	<input type="checkbox"/> Property Tax
<input type="checkbox"/> Asst. Manager	<input type="checkbox"/> Sales Tax
<input type="checkbox"/> Director	<input type="checkbox"/> State & Local Tax
<input type="checkbox"/> Asst. Director	<input type="checkbox"/> Income Tax
<input type="checkbox"/> Attorney	
<input type="checkbox"/> Accountant	
<input type="checkbox"/> Controller	
<input type="checkbox"/> Specialist/Analyst	

Consulting, Appraisal, Law Firms:	
Position	Title Designation/Specification
<input type="checkbox"/> Consultant	<input type="checkbox"/> Property Tax
<input type="checkbox"/> Senior Consultant	<input type="checkbox"/> Sales Tax
<input type="checkbox"/> Manager	<input type="checkbox"/> State & Local Tax
<input type="checkbox"/> Appraiser	<input type="checkbox"/> Income Tax
<input type="checkbox"/> Attorney	
<input type="checkbox"/> Director, Principal	
<input type="checkbox"/> Partner	
<input type="checkbox"/> President	

3. Tax Experience in years  Property

4. What is your gender?  Male:  Female:

5. What is your age:  20-30  31-40  41-50  51+

6. What is your highest level of education?  No College  Some College, no degree  Associate Degree  
 Baccalaureate Degree  Advanced Degree

7. Is this your first IPT Symposium?  Yes  No

8. Please indicate the approximate number of IPT programs that you have attended.

Conferences  Property Tax Symposium  Sales Tax Symposium  ABA-IPT Seminars  
 One-Day Tax Seminars  Property Tax Academy  Sales Tax Academy  IPT Schools



**Denver Marriott City Center ♦ Hotel Reservation Form**  
**2008 Property Tax Symposium**  
 1701 California Street ♦ Denver, Colorado 80202  
 November 2-5, 2008

**Make your reservations early to ensure availability. Reservations requested after the room block is filled, or beyond the cut-off date, (October 8, 2008), whichever comes first, are subject to availability. Rooms may still be available after the room block is filled or after the cut-off date, but not necessarily at the negotiated rate. Please make your hotel reservations directly with the hotel (not IPT). You may do one of the following:**

- **TELEPHONE** your reservation directly to the Denver Marriott City Center at **(303) 297-1300 (be sure to identify IPT as your group reference to receive IPT's preferred rate) Be certain to identify yourself with the IPT Property Tax Symposium as there are 2 separate room blocks for IPT at the Denver Marriott City Center. The group code for the Property Tax Symposium is PTS.**
- **ONLINE** reservations can be made by clicking on the following link: [Denver Marriott City Center](#)
- **FAX** this completed form to the reservations office at: **(303) 293-3736**

In guaranteeing your reservation for one night, the following credit cards are accepted: **American Express, Master Card, VISA, Discover, and Diners Club.** Do not forget to include the expiration date and your signature. In order to prevent a cancellation fee of one night's room rate plus tax, cancellations must be confirmed no later than 6:00 p.m. of the day of arrival.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, ZIP: \_\_\_\_\_

E-mail: \_\_\_\_\_

Telephone: (        ) \_\_\_\_\_ Fax: (        ) \_\_\_\_\_

For arrival on: \_\_\_\_\_ Time: \_\_\_\_\_ Depart on: \_\_\_\_\_

Marriott Rewards Number: \_\_\_\_\_ Please reserve \_\_\_\_\_ room(s) for \_\_\_\_\_ Adults

Check or money order enclosed, amount: \_\_\_\_\_

American Express    MasterCard    Diners Club    VISA    Discover

**Credit Card #:** \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Full Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_

Single Occupancy: \$191 + applicable tax  
 Please call hotel for Double Occupancy room rate  
 1 King Bed or  2 Double Beds (requests cannot be guaranteed)

Check-out time is 12:00 noon. Rooms may not be available for check-in until after 4:00 p.m.  
 There will be no charge for children under 18 years of age occupying a room with their parents, with existing bedding.  
 Reservations requested after the room block is filled or after the cut-off date (**October 8, 2008**), whichever occurs first, are subject to availability.