

Institute for Professionals in Taxation



PROPERTY TAX
SYMPOSIUM

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November 8 - 11 Tampa Marriott Waterside Tampa, Florida

PRELIMINARY PROGRAM



2009 IPT Property Tax Symposium

November 8-11, 2009
Tampa Marriott Waterside ~ Tampa, Florida

Preliminary Program

Sunday, November 8, 2009

4:00-7:00pm Registration

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

Welcome from:

IPT President

Lee A. Zoeller, CMI, Esq.
Partner
Reed Smith LLP
Philadelphia, PA

Overall Education Committee Chair

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

2009 Property Tax Symposium Program Chair

Raymond R. Gray, Esq.
Partner
Popp, Gray & Hutcheson, LLP
Austin, TX

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

Monday, November 9, 2009

7:00am-4:00pm Registration Continues

8:00-8:15am:

Official Opening of Symposium

Lee A. Zoeller, CMI, Esq.
President
Institute for Professionals in Taxation

Raymond R. Gray, Esq.
2009 Property Tax Symposium Program Chair

Monday, 8:15-9:30am **General Session: Ethics and Choice: Negative Consequences - Positive Results**

Have you ever wondered what motivates good people to do bad things - for ethical people to make unethical choices? Have you ever been caught up in the vicious cycle of wanting more, of believing that success is measured by what you have? Have you wondered what would make folks like Bernie Madoff create illegal out of legal or wonder if he ever expected to get caught? This motivational keynote presentation will stop you in your tracks and could change your life forever. In an unusually authentic style, Business Ethics speaker Chuck Gallagher brings home the consequences of the unethical decisions he made in his attempts to build the great American dream for him and his family. Your audience will never forget this dramatic and powerful keynote presentation filled with success and failure, ethics and illusions, and consequences and choices.

Learning Objectives:

- Understand the impact of choices and the consequences - either good or bad that follow
- Identify the three components of unethical behavior
- Explore why and how people become victims of unethical choices
- Assess the role of internal control in the prevention of unethical crimes, and
- Understand the power of successful choices and meaning of true success

Speaker:

Chuck Gallagher
Chuck Gallagher, LLC
Greenville, SC

Monday, 9:45-10:45am **General Session:** **Valuation Methodology Solutions for Distressed Markets**

Everyone knows that property tax values are down, but how do we prove it? The iconic Peter Korpacz will summarize the characteristics of the current economic recession, its impact on real estate leasing and capital markets and offer valuation methodology solutions to bullet proof effective tax appeals. Traditional valuation methodology will be evaluated and new statistical models will be offered to enhance the appraisal process in a tax appeal.

Learning Objectives:

- Identify and present key economic trends and real estate leasing and capital markets data to highlight the level of economic and real estate distress that will form the foundation for a persuasive appraisal
- Properly employ and support traditional valuation methodology in distressed markets
- Determine effective market-based statistical models that buttress traditional valuation methodology

Speaker:

Peter F. Korpacz, MAI, CRE, FRICS
President
Korpacz Realty Advisors
Mount Airy, MD

Monday, 11:00am-Noon **General Session:** **Key Communication Skills for Property Tax Professionals**

Whether you are participating in internal discussions within your own department, informal presentations to tax officials and boards, or formal testimony in court, effective communication skills are critical to accomplishing your goals. Dr. Roy Langer, a professional media consultant, speech coach, and professor of speech communication, will discuss how to get people to respond favorably to your presentation, how your voice and body language can help convey credibility, and how to make your message more persuasive.

Learning Objectives:

- Identify how best to get key points across in a business communication
- Organize thoughts into a persuasive presentation

- Acquire and maintain listener interest in a message
- Incorporate effective communication techniques into discussions and presentations

Speaker:

Roy M. Langer, PhD
Center for Effective Communication
Coral Gables, FL

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

Monday, 1:15-2:15pm **Concurrent Breakout Session**



Financial Accounting Standards Governing Business Combinations: The Ever Evolving Guidelines for Valuing Assets and Liabilities

With the advent of Statement of Financial Accounting Standards (SFAS) No. 141, the Financial Accounting Standards Board (FASB) made a sea change in accounting for business combinations. Moreover, the FASB has broadened the provisions with the passage of SFAS 141R. In fact, 141R is the first substantially converged accounting standard by the FASB and the International Accounting Standards Board (IASB). It is in this environment that the FASB introduced SFAS No. 157. SFAS No. 157 defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. This session will provide a broad understanding of these key SFASs. See the impact these statements will have on the way in which companies approach financial planning and reporting related to business combinations. In addition, we will touch on SFAS Nos. 142, Goodwill and Other Intangible Assets, and 144, Accounting for the Impairment or Disposal of Long-Lived Assets.

If none of this really makes sense to you, or if you feel your eyes glazing over, this dynamic, interactive session will be a real wake up call!

Learning Objectives:

- Recognize the key elements and significant changes inherent in SFAS No. 141R vis a vis SFAS No. 141
- Examine the evolution of the fair value standard and its definition with that of fair market value

- Explore the FASB standards for impairment of intangible and tangible assets (SFAS Nos. 142 and 144)
- Consider the impact on financial planning and reporting for business combinations
- Discuss the US and International direction of fair value measurement and accounting

Speaker:

Patricia Cartwright, ASA
Senior Vice President – Valuation Services
Arthur Financial Services, LLC
Austin, TX

Monday, 1:15-2:15pm
Concurrent Breakout Session



Putting Your Communication Skills to Use

You have all your facts and figures, now what do you do? Dr. Langer will lead a discussion and demonstration of how to communicate more effectively, with particular emphasis on some situations unique to the property tax professional.

Learning Objectives:

- Analyze and tailor presentations for specific audiences
- Identify different approaches to discussions and presentations
- Respond to and defuse hostile questions
- Organize a more assertive presentation

Speaker:

Roy M. Langer, PhD
Communication Consultants, Inc.
Magnus Research Consultants
Pompano Beach, FL

Monday, 1:15-2:15pm
Concurrent Breakout Session



Ethics Workshop

Chuck Gallagher will lead an open format, no holds barred discussion of what motivates ethical people to make unethical decisions. See how these decisions

impact one's life both personally and professionally, and what you can do within your company to protect from ethical lapses and fraud.

Learning Objectives:

- Understand the motives behind ethical lapses
- Discuss how people fall victim to schemes and fraud
- Identify the impact of consequences - including a frank discussion of prison
- Know how to protect yourself and your company from abuse and fraud

Speaker:

Chuck Gallagher
Chuck Gallagher, LLC
Greenville, SC

Monday, 2:30-3:30pm
Concurrent Breakout Session



Focus on the States: Local Issues of National Interest

This session discusses recent major developments in three states, including historical overviews and expectations for the future.

Learning Objectives:

- Understand the Court of Common Pleas ruling in Clifton v. Allegheny County, which challenged the constitutionality of a “base year” property tax system
- Understand the subsequent Pennsylvania Supreme Court decision and legislative actions which could have statewide implications for pending and future tax assessment appeals
- Identify the reasons Florida property tax remedies have been largely ineffective for taxpayers
- Understand the features and benefits of Florida’s 2009 reform of its remedies
- Understand the prior inequities of the Indiana property tax system that prompted legislative reform
- Identify the primary components of Indiana’s legislative reform

Speakers:

Dusty Elias Kirk
Partner
Pepper Hamilton LLP
Pittsburgh, PA

Robert S. Goldman, CMI, Esq.
Partner
Madsen Goldman & Holcomb, LLP
Tallahassee, FL

Vickie Norman, Esq.
Counsel
Baker & Daniels LLP
Indianapolis, IN

Monday, 2:30-3:30pm
Concurrent Breakout Session



Challenges and Opportunities Presented by Contingent Fee Personal Property Audits

Learning Objectives:

- Understand how contingent fee personal property audits are viewed and regulated
- Analyze how the contingent fee method of compensation may influence personal property audit findings
- Review the use of the Freedom of Information Act and other techniques to discover details regarding the contingent fee method of compensation
- Strategize regarding the use of the contingent fee method of compensation to challenge inappropriate audit findings

Speakers:

Edward W. Noonan, CMI
Director-Property Taxes
United Rentals, Inc.
Shelton, CT

W. Scott Wright, Esq.
Partner
Sutherland Asbill & Brennan LLP
Atlanta, GA

Monday, 2:30-3:30pm
Concurrent Breakout Session



Why the Cap Rate is Always 10!

Capitalization rates are the most controversial and misunderstood variables in most valuation assignments.

One of Florida's leading appraisers will look closely at the formation of capitalization rates using the band-of-investment method, the debt coverage method and market rates. Relationships of cap rates to discount (yield) rates will be analyzed. Particular attention will be placed on the use of these methods in the current real estate market. And some common fallacies regarding cap rates will be examined

Speaker:

Lee H. Waronker, MAI, SRA
President
Waronker and Rosen, Inc.
Miami, FL

Monday, 3:45-4:45pm
Concurrent Breakout Session



Credits and Incentives

Speaker:

William J. Poad, CMI
Manager, Tax Services
Alcoa Inc.
Pittsburgh, PA

Monday, 3:45-4:45pm
Concurrent Breakout Session



A Complete Look at the Interstate Commerce Clause and Ad Valorem Taxation

This session is a primer on the Commerce Clause for property tax professionals. The discussion includes issue identification and recent developments.

Learning Objectives:

- Understand purpose of Commerce Clause
- Distinguish affirmative action of Congress under the Clause from the "Dormant" Clause
- Identify the factors used in evaluating state and local taxes under the Commerce Clause
- Recognize that property taxes are subject to the same Commerce Clause test as other taxes
- Understand selected applications of the Clause in the property tax context

Speakers:

Robert S. Goldman, CMI, Esq.
Partner
Madsen Goldman & Holcomb, LLP
Tallahassee, FL

David Hugin, Esq.
General Counsel
Popp, Gray & Hutcheson, LLP
Austin, TX

Monday, 3:45-4:45pm
Concurrent Breakout Session



Intangible Assets in the Shopping Center: An Update

Many appraisal assignments fail to sufficiently define the property being appraised, with the result that many valuations are presented as real estate appraisals, but they actually include value attributable to the efforts of people and personal property. This session will suggest some of the many components of a shopping center that could be recognized as intangible, personal property, and suggest some definitions for assets and for intangibles. The discussion will explore the many reasons why these distinctions need to be made and the arguments raised in support of (or to refute) the existence of these intangible assets. Selected court cases will be reviewed. While real estate appraisers have only recently become interested in the topic, accountants, regulators, and business appraisers have been thinking about intangible asset valuation for a long time. This session will review some of their thinking and will consider how operating data could be used to reveal the source of these intangibles.

Learning Objectives:

- Identify intangible assets in an operating property
- List reasons for their appraisal
- Highlight the economic theory behind the identification
- Summarize the general direction of recent court decisions
- Analyze the thinking of accounting authorities on the topic as reflected in the move to Fair Value Accounting
- Enumerate methods for valuing various intangible assets
- Summarize the provisions of the Appraisal Foundation Working Paper

Speaker:

James D. Vernor, PhD, MAI
James D. Vernor Company
Atlanta, GA

Tuesday, November 10, 2009

8:00-9:00am General Session:
The Art of Negotiation

We negotiate almost every day of our lives, whether we realize it or not. The ability to negotiate effectively requires an understanding of how this interactive process between two or more people works. Is negotiation really just a “sum zero” game? Is it simply “my position versus your position,” or is it something more? If the reason we negotiate is to obtain a result that is better than we could obtain if we didn’t negotiate, we need to understand and apply the fundamentals of principled negotiations. In this session, you will enjoy learning the art of negotiating on the merits.

Learning Objectives:

- Recognize the basics of principled negotiation
- Discover how to prepare for a negotiation
- Demonstrate how to deal with “difficult situations/opponents”
- Construct and maintain good working relationships with your negotiating adversary

Speaker:

Michael J. Guerriero, Esq.
Partner
Day Pitney LLP
Morristown, NJ

Tuesday, 9:15-10:15am General Session:
You Can’t Get the Value Right if You Get the Rights Wrong!

David Lennhoff returns to IPT to deal with the issues confronting market value of the fee simple interest in a build-to-suit commercial property. Examples include freestanding pharmacies, bank branches, and freestanding fitness clubs. Often these properties are built with the cost of construction repaid in a sale leaseback. Mr. Lennhoff will review the three traditional approaches to value as they apply to these valuations,

and help us uncover the misconceptions about fundamental appraisal concepts that lead to erroneous value conclusions.

Learning Objectives:

- Understand the elements of a custom-built construction project
- Recognize the difference between Market Value and Value in Use
- Differentiate between fee simple and leased fee interests
- Examine the problems associated with application of Sales Comparison Analysis to these properties
- Illustrate the application of the Income Capitalization Approach in the market valuation of the fee interest in a custom-built commercial property
- Develop an appropriate Cost Approach for these valuation situations
- Prepare a feasibility rent analysis to illustrate why cost new often does not approximate market value

Speaker:

David C. Lennhoff, MAI, CRE, FRICS

President

PGH Consulting LLC

Rockville, MD

**Tuesday, 10:30am-Noon General Session:
Mock Mediation of a Business Personal
Property Tax Appeal**

Join advocates for both the taxpayer and the assessing authority as they present their respective positions in a business personal property tax appeal to a mediator. The mediator will then interact with the advocates in an attempt to settle the appeal. The only thing known to all the participants is the fact pattern for the case so the outcome of the mediation is totally unscripted. An effort will be made to foster audience participation during the session.

Learning Objectives:

- Identify those factors that a court would consider in determining whether an item of property is properly classified as real estate or personal
- Analyze whether an item of business personal property may qualify for a tax exemption based on its characteristics

- Evaluate the applicability of different approaches to value in determining the market value of an item of business personal property
- Judge the effectiveness of various negotiating techniques in a mediation setting
- Understand the hallmarks of a successful mediation

Speakers:

J. Kieran Jennings, Esq.

Partner

Siegel, Siegel, Johnson & Jennings Co., L.P.A.

Beachwood, OH

Gregory F. Servodidio, Esq.

Member

Pullman & Comley, LLC

Hartford, CT

William D. Shepherd, Esq.

General Counsel

Hillsborough County Property Appraiser's Office

Tampa, FL

12 noon-1:00pm Lunch

Tuesday, 1:15-2:15pm

Concurrent Breakout Session



**Think Global, Appraise Local:
Economic Obsolescence in
Today's Economy**

The global financial crisis and recession have significantly impacted the market value of US industrial property, and will continue to do so for many years to come. The presenters will address current economic issues that impact the value of industrial property in the US.

Learning Objectives:

- Identify the issues impacting both industrial improvements and industrial personal property
- Analyze how these issues impact the market value of industrial property
- Review how to incorporate these issues into the valuation of industrial property

Speakers:

Gregory W. Kort, CMI, PE, ASA

Director, Complex Property Appraisals

Popp, Gray & Hutcheson, LLP

Austin, TX

Donna L. Jernigan, CMI, PE
Property Tax Advisor
Exxon Mobil Corporation
Houston, TX

Tuesday, 1:15-2:15pm



Concurrent Breakout Session
Valuation Implications of Green Buildings in a Brown World

Whether as a result of building code mandates, financial or other incentives or market forces, green commercial buildings are beginning to proliferate in certain parts of the country. However, the majority of commercial buildings in any given market at this time will be non-green or “brown” buildings. This session will explore the valuation implications of the green building trend on both green and brown buildings alike.

Learning Objectives:

- Recognize the growing trend toward green buildings and what is driving it
- Identify the special characteristics of green buildings that distinguish them from brown buildings
- Analyze how the special characteristics of green buildings impact their market value
- Assess how the special characteristics of green buildings may create forms of depreciation and obsolescence in brown buildings

Speaker:

Theddi Wright Chappell, CRE, MAI, AAPI, LEED AP
Managing Director, National Practice Leader
Cushman & Wakefield of Washington, Inc.
Seattle, WA

Tuesday, 1:15-2:15pm
Concurrent Breakout Session



Depreciation Studies, Asset Accounting and the Impacts on Property Tax Filings

Speakers:

Michael Plunkett, CDP
Depreciation Specialist
PowerPlan Consultants
Atlanta, GA

Stephen W. Wicks
Manager/Property Tax Group
PowerPlan Consultants
Atlanta, GA

Tuesday, 2:30-3:30pm
Concurrent Breakout Session



A View from the “Other” Side: Understanding the Local Assessor

This session will explore the inner workings of the local property tax assessor's office and provide insight into some of the daily challenges facing assessors and their staff. Communication is an important part of an assessor's work in order to keep taxpayers informed of upcoming changes in values, laws and assessment schedules. Don Lippert will present over two years of research surveying the assessor community to find out how it is fulfilling these obligations to its constituency, as well as state and local government. Then, Tampa's own Rob Turner will provide a firsthand point of view from the assessor, sharing insights and perspective on being an elected official charged with the duty to appraise property.

Learning Objectives:

- Gain an understanding of the assessor's office and their workload, budgets, and reappraisal cycles
- Examine the assessor's best practices and trends, including use of outside contractors
- Identify the definition of value for various taxing jurisdictions for comparison purposes

Speakers:

Donald L. Lippert, Jr., CMI
Senior Manager
Grant Thornton LLP
Chicago, IL

Rob Turner, CFA
Property Appraiser
Hillsborough County
Tampa, FL

Tuesday, 2:30-3:30pm
Concurrent Breakout Session



**Privilege: Loose Lips Sink Ships
... and Property Tax Appeals**

What do you mean that we have to let the Assessor see all of our books and records? Oops, you didn't mean everything? If you have ever wondered what you must provide, and what documents and communications are privileged, please join two of the country's top property tax litigators as they provide some practical guidelines for use in your everyday practice.

Learning Objectives:

- Identify the doctrine of privilege – its nature, history, and limits
- Evaluate how the doctrine of privilege protects your business
- Demonstrate how to avoid waiving privilege
- Review what information and documents you are entitled to keep secret from the Assessor and general public
- Differentiate which email and computer data is privileged, and which has to be provided to the Assessor
- Apply practical guidelines for handling communications and documents in the property tax context

Speakers:

John E. Garippa, Esq.
Senior Partner
Garippa, Lotz & Giannuario, P.C.
Montclair, NJ

Philip J. Giannuario, Esq.
Partner
Garippa, Lotz & Giannuario, P.C.
Montclair, NJ

Tuesday, 2:30-3:30pm
Concurrent Breakout Session



**Engineering-Based Cost
Segregation: IRC Section 1245 vs.
IRC Section 1250 Property**

This session covers how to create \$30,000 to \$200,000 in tax benefits per \$1,000,000 of building acquisition or construction costs through the use of accelerated depreciation, commonly referred to as Cost Segregation. Attendees will understand the mechanics of Cost Segregation and how to apply the concepts to their properties.

Learning Objectives:

- Identify specific building components that qualify for 5, 7 and 15 year tax lives instead of 27.5 or 39 year tax lives
- Design tax benefits into your clients projects
- Set up construction cost tracking to enhance tax benefits
- Understand procedures necessary to determine the cost of these components

Speaker:

Chris Hitselberger
Senior Managing Director/Cost Segregation Group
CB Richard Ellis, Inc.
New York, NY

Tuesday, 3:45-4:45pm
Concurrent Breakout Session



**Economic Obsolescence: Real
Life Stories**

Economic obsolescence is sometimes considered a mystery, something that can't be seen and therefore, can't exist. But it does! This presentation will discuss the basics of identifying economic obsolescence and quantifying it through real-life stories. Our presenters will review actual valuations, illustrating how economic obsolescence can be quantified by using tools available to every appraiser and assessor.

Learning Objectives:

- Recognize the existence of Economic Obsolescence
- Distinguish the tools utilized in identifying Economic Obsolescence

- Quantify the actual depreciation from Economic Obsolescence
- Demonstrate practical application of Economic Obsolescence analysis through real life examples

Speakers:

Michael J. Remsha, CMI, PE, ASA
 Managing Director and Vice President
 American Appraisal Associates, Inc.
 Milwaukee, WI

Kevin S. Reilly
 Senior Manager
 American Appraisal Associates, Inc.
 Milwaukee, WI

Tuesday, 3:45-4:45pm
Concurrent Breakout Session



Tools and Technology for the Property Tax Professional

An annual favorite, this session will provide the attendee with the most up-to-date tools of the trade via the web. In addition, the presenter will be discussing reference texts that will prove useful in your day to day activities as a property tax professional. A must attend for those looking to improve their research techniques.

Learning Objectives:

- Identify the most current software tools and websites for property valuation
- Evaluate the available reference texts for property tax research
- Examine the various resources of free and subscription property tax information and market data

Speaker:

Todd D. Jones, MAI
 Senior Manager
 Thomson Reuters
 Tampa, FL

Tuesday, 3:45-4:45pm
Concurrent Breakout Session



Presenting a Complex Cap-Rate Case

Presenting a discount rate case can easily bog down into a swamp of academic finance concepts and complexity. This session reviews some presentation aids and corroborating techniques that will greatly simplify even the most complex discount rate case.

Learning Objectives:

- Organize a discount rate case for presentation to an administrative board
- Identify and avoid common errors made when presenting a discount rate case to an administrative board
- Evaluate the strengths and weaknesses of market data used to derive discount rates

Speakers:

C. Stephen Davis, Esq.
 Partner
 Cahill, Davis & O'Neill, LLP
 Los Angeles, CA

Kathy G. Spletter, ASA
 Vice President
 Stancil & Co.
 Irving, TX

6:00-7:00pm Networking Social Hour

Wednesday, November 11, 2009

8:00-9:30am General Session:
Marshall & Swift Cost Data in the Property Tax Industry

Marshall & Swift cost data is the database most often referred to when determining replacement costs for real estate tax assessments. Representatives from Marshall & Swift will give us insights on how to use their data tools, cost assumptions and sources of data used to develop the database, how to avoid misconceptions and mistakes encountered when using their tools, and current trends in building costs.

Learning Objectives:

- Differentiate between the various M&S tools that are relevant to property tax consultants
- Discover the three basic methods of estimating costs with M&S products
- Discover what cost assumptions are included in M&S cost data
- Identify basic cost adjustments that need to be applied when using M&S tools
- Recognize common mistakes made when using M&S tools

Speakers:

Edward Martinez

Technical Support Manager
Marshall & Swift
Euless, TX

Eddie Price, ASA

Product Support Specialist
Marshall & Swift
Euless, TX

**Wednesday, 9:45-10:45am General Session:
Real Estate Investment Trusts (REIT)**

What is a REIT and why are REIT capitalization rates so much different from mine? This session deals with the REIT industry and its role in commercial real estate, including space and capital markets. From the evolution and history of REITs, through today's space and capital market conditions, to some thoughts on the future, Ron Donohue will provide insight that comes from studying the REIT industry for more than 25 years. See ways of evaluating the contribution that property portfolios, REIT management and capital structure impact market pricing and property values, and learn how REITs and their properties impact commercial real estate markets, and the issues associated with the use of REIT transactions as comparables.

Learning Objectives:

- Understand the REIT
- Recognize the key differences among REITs
- Differentiate between publicly-traded REITs and unlisted REITs
- Examine the problems associated with using transactions involving REIT owned properties in Sales Comparison Analysis
- Understand current market dynamics

Speaker:

Ron M. Donohue, Ph.D.

Executive Vice President
Hoyt Advisory Services
North Palm Beach, FL

Wednesday, 11:00am- Noon:

Industry Roundtable Discussion Sessions

(Select one of seven)

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.

Learning Objectives:

- Identify current issues in the specified industry
- Apply lessons learned from others to their current tax practice

Commercial Real Estate

Daniel Carroll, CMI

Property Tax Manager
General Electric Capital Corp.
Chicago, IL

Bart Uze, Esq.

Senior Consultant
Marvin F. Poer and Company
Arlington, VA

Energy

James F. Wagner

Manager - Property Taxes
Dominion Resources Services, Inc.
Richmon, VA

Hotel & Healthcare

Gregory F. Servodidio, Esq.

Member
Pullman & Comley, LLC
Hartford, CT

Industrial

Raymond R. Gray, Esq.

Partner
Popp, Gray & Hutcheson, LLP
Austin, TX

Donna K. Lawrence, CMI
Senior Consultant
ConocoPhillips Company
Houston, TX

Personal Property

Robert Alan Poe, Esq.
Partner
Holland & Hart LLP
Greenwood Village, CO

Retail

Rafael L. Garces, Esq.
Director, Property Tax
The Home Depot
Atlanta, GA

Kendall Lees, CPA
Real Estate Expense Manager
Kohl's Department Stores, Inc.
Menomonee Falls, WI

John A. Murphy, CMI
Director of Real Estate Assessments
Popp, Gray & Hutcheson, LLP
Austin, TX

Telecom/High-Tech

Kellianne M. Nagy, CAE
Director - Property Tax
Time Warner Cable
Charlotte, NC

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, and refreshment breaks, (for those hotel guests registered under IPT's room block) and symposium materials. The early registration fee for IPT members is \$575 **before October 8, 2009** and \$600 **after October 8, 2009**.

Registrant saves \$25 if payment is received prior to October 8, 2009. 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 8, 2009 and \$800 after October 8, 2009. 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 \$275. In this case, the total symposium fee would be \$850 before October 8, 2009 and \$875 after October 8, 2009. 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 8 or \$1,025 if payment is received after October 8. **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 30, 2009 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 30, 2009 (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 MasterCard. 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 8, 2009; 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 8, 2009; after November 11, 2009 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 Tampa Marriott Waterside Hotel, 700 South Florida Avenue, Tampa, FL 33602.

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 (October 1, 2009), 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 Tampa Marriott Waterside Hotel is approximately 8 miles from the Tampa International Airport. Check-in time is after 4:00 p.m. Check-out time is noon. **In order to request a room in the IPT room-block, please call (813) 204-6351 and request to speak to the Tampa Marriott in-house reservations coordinator.** The single and double occupancy group rate is \$199. Please contact the hotel for triple and quad 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: Tampa Marriott Waterside Hotel
700 South Florida Ave., Tampa, Florida
Fax: 1 (813) 314-6622

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 nineteen and one-half (19.5) CPE credits (including 2.5 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's IPT membership ID number and name. A scanner will be at the door of each session and in order to obtain CE credit, attendees must have their bar-coded badge scanned during the first 15 minutes of each session. A lost name badge should be reported immediately, or at the break, to the registration desk in order to obtain a replacement. **If you do not participate in the barcode scanning, IPT will not be able to verify your attendance or award any credit in the future.**

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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

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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.

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