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Institute for Professionals in Taxation®

## Property Tax Symposium

November 11-14, 2012

Tampa Marriott Waterside Hotel & Marina

Tampa, Florida

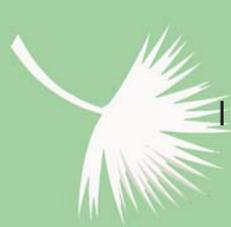


*Preliminary Program*

# IPT 2012 Property Tax Symposium At-A-Glance

| SUNDAY, NOVEMBER 11, 2012                    |   |
|--|---|
| 4:00-6:00pm                                  | Optional Boat Ride on Tampa Bay   |
| 4:00-7:00pm                                  | Registration  |
| 6:15-6:30pm                                  | New Member/First-Time Attendee Orientation  |
| 6:30-7:30pm                                  | Welcome/Networking Social Hour Sponsored by Marvin F. Poer and Company  |
| MONDAY, NOVEMBER 12, 2012                    |   |
| 6:45-7:45am                                  | Continental Breakfast (For guests of hotel residing under IPT's group rate)   |
| 8:00-8:20am                                  | Opening of Symposium  |
| 8:20-10:00am                                 | <b>GENERAL SESSION:</b> Local Tax Obligations: Implications for Real Estate & Economy   |
| 10:15am-12:00 noon                           | <b>GENERAL SESSION:</b> Professional Ethics: A Preventive Maintenance Approach  |
| 12:00 noon                                   | Lunch   |
| Concurrent Breakout Sessions (Select 1 of 4) |   |
| Monday<br>1:00-2:15pm                        | <ul style="list-style-type: none"> <li>Preparation for Litigation (Repeated at 2:30pm)</li> <li>Regional Update NE (Repeated at 4:00pm)</li> <li>Role of Social Media (Repeated at 2:30pm)</li> <li>Be the Best that You Can Be - Be a CMI</li> </ul>   |
| Concurrent Breakout Sessions (Select 1 of 4) |   |
| Monday<br>2:30-3:45pm                        | <ul style="list-style-type: none"> <li>Regional Update - West (Repeated at 4:00pm)</li> <li>Appraising the Appraisal (Repeated at 4:00pm)</li> <li>Preparation for Litigation (Repeated from 1:00pm)</li> <li>Role of Social Media (Repeated from 1:00pm)</li> </ul>  |
| Concurrent Breakout Sessions (Select 1 of 4) |   |
| Monday<br>4:00-5:15pm                        | <ul style="list-style-type: none"> <li>Hotel Operations behind the Scenes</li> <li>Regional Update - NE (Repeated from 1:00pm)</li> <li>Regional Update - West (Repeated from 2:30 pm)</li> <li>Appraising the Appraisal (Repeated from 2:30 pm)</li> </ul>   |
| TUESDAY, NOVEMBER 13, 2012                   |   |
| 6:45-7:45am                                  | Continental Breakfast (For guests of hotel residing under IPT's group rate)   |
| Concurrent Breakout Sessions (Select 1 of 4) |   |
| Tuesday<br>8:00-9:15am                       | <ul style="list-style-type: none"> <li>Regional Update - Midwest (Repeated at 11:00am)</li> <li>Pollution Control Equipment Exemptions (Repeated at 9:30am)</li> <li>The Mix of Bankruptcy and Taxes - A Nuts and Bolts Session to Explore Evolving Bankruptcy Tax Issues and Trends</li> <li>CMI Academy - Part I (Designed for CMIs)</li> </ul> |

| Concurrent Breakout Sessions (Select 1 of 4)            |  |
|---|--|
| Tuesday<br>9:30-10:45am                                 | <ul style="list-style-type: none"> <li>Regional Update SE (Repeated at 11:00am)</li> <li>Offshoring Property Tax Functions</li> <li>Ethics View from Trial Attorneys (Repeated at 11:00am)</li> <li>CMI Academy - Part II (Designed for CMIs)</li> </ul>                     |
| Concurrent Breakout Sessions (Select 1 of 4)            |  |
| Tuesday<br>11:00am-12:15pm                              | <ul style="list-style-type: none"> <li>Regional Update - Midwest (Repeated from 8:00am)</li> <li>Regional Update - SE (Repeated from 9:30am)</li> <li>Ethics View from Trial Attorneys (Repeated from 9:30am)</li> <li>CMI Academy - Part III (Designed for CMIs)</li> </ul> |
| 12:15 -2:15pm   | Lunch & optional excursion to Florida Aquarium or History Museum.  |
| Concurrent Breakout Sessions (Select 1 of 4)            |  |
| Tuesday<br>2:15-3:30pm                                  | <ul style="list-style-type: none"> <li>Intangible Assets</li> <li>Regional Update - South Central (Repeated at 3:45pm)</li> <li>Credits and Incentives</li> <li>Regional Update - Mid Atlantic (Repeated at 3:45pm)</li> </ul>   |
| Concurrent Breakout Sessions (Select 1 of 4)            |  |
| Tuesday<br>3:45-5:00pm                                  | <ul style="list-style-type: none"> <li>Regional Update - South Central (Repeated from 2:15pm)</li> <li>Regional Update - Mid Atlantic (Repeated from 2:15pm)</li> <li>Commercial Real Estate</li> <li>Personal Property</li> </ul>   |
| Industry Roundtable Discussion Sessions (Select 1 of 5) |  |
| Tuesday<br>5:15-6:15pm                                  | <ul style="list-style-type: none"> <li>Energy</li> <li>Hotel &amp; Healthcare</li> <li>Industrial</li> <li>Retail</li> <li>Telecom/High-Tech</li> </ul>  |
| 6:30-8:30pm   | Cuban Night Networking Social Hour Sponsored by Duff & Phelps LLC  |
| WEDNESDAY, NOVEMBER 14, 2012                            |  |
| 6:45-7:45am   | Continental Breakfast (For guests of hotel residing under IPT's group rate)  |
| 8:00-9:00am   | <b>GENERAL SESSION:</b> Florida Property Tax - Trends, Issues, & Prognostications  |
| 9:15-10:15am  | <b>GENERAL SESSION:</b> The Year of the Political Economy with Doug Duncan   |
| 10:30am-12:00 Noon                                      | <b>GENERAL SESSION:</b> The Politics of Property Tax   |
| 12:00 Noon  | ADJOURN  |



**Sunday  
November 11, 2012**

**Optional Boat Ride on  
Tampa Bay –  
4:00 PM Departure**

The optional boat excursion will depart at 4:00 PM from the dock at the Tampa Marriott Waterside Hotel. Guests are welcome to join you on this cruise. Space is limited and is on a first-received basis. This two-hour charter aboard the Aquarium's 72-foot catamaran, the Bay Spirit II, will take you through Hillsborough Bay. With over 5000 bottlenose dolphins in the bay, most excursions will encounter a pod along the way. As the sun sets over the ocean during the cruise, guests will also experience a fantastic nighttime view of the Tampa skyline. A crew member will point out highlights along the way. Guests may wish to bring along a pair of binoculars as well as their camera. Beverages will be available for purchase on board. (If you wish to

take this excursion, a non-refundable \$37.50 fee is to be paid when registering for the Symposium. See registration form.)

**4:00 - 7:00 PM  
Registration**

**6:15 - 6:30 PM  
New Member/First Time  
Attendee Orientation**

**Presidential Welcome to  
New Members:**  
**Paul A. Wilke, CMI**  
Director, Ad Valorem Tax  
Weingarten Realty Investors  
Houston, TX

**Property Tax Symposium  
Committee Chair:**  
**David H. LeVan, CMI**  
CEO  
Advantax Group, LLC  
St. Charles, IL

**6:30 - 7:30 PM  
“Welcome to Tampa”  
Networking Social Hour  
Sponsored by Marvin F.  
Poer and Company**

**Monday  
November 12, 2012**

**6:45 - 7:45 AM**

**Continental Breakfast**  
(Guests of hotel residing under  
IPT's Group Rate)

**7:00 AM - 4:00 PM  
Registration Continues**

**8:00 - 8:20 AM  
Opening of Symposium**

**IPT President:**  
**Paul A. Wilke, CMI**  
Director, Ad Valorem Tax  
Weingarten Realty Investors  
Houston, TX

**Property Tax Symposium  
Committee Chair:**  
**David H. LeVan, CMI**  
CEO  
Advantax Group, LLC  
St. Charles, IL

**8:20 - 10:00 AM  
General Session  
Local Tax Obligations:  
Implications for Real  
Estate and the Economy**

Local governments across the nation face challenging budget and pension benefit shortfalls as the Boomer generation begins retiring. What should owners, operators, and property tax professionals in commercial real estate expect?

**Learning Objectives**  
After attending the session, the attendee will be able to:

- ▶ Understand how the economy has performed in the first three quarters of 2012
- ▶ Understand how demographic trends will adversely impact local tax revenue generation
- ▶ Understand how fiscally-driven political pressures may impact government services and tax policy
- ▶ Identify economic factors

impacting commercial real estate today and future expectations, by property type

- ▶ Assess options that taxpayers have in preparing for, and adapting to, the fiscal challenges confronting local governments

**Speaker:**

**Sam Chandan, PhD, FRICS**  
President and Chief Economist  
Chandan Economics  
New York, NY

**10:15 AM - 12:00 Noon**  
**General Session**  
**Professional Ethics: A Preventive Maintenance Approach**

This won't be a review of the ethics code, case studies, or case law! Instead, it will be a unique program designed to help assure that you and your entire organization are able to more easily "walk the talk" of great ethics. This often-humorous program will show us ethics risks we never even knew we had and

what can be done right now to make sure those risks don't turn into costly ethical and legal problems on the job. You will also learn how even a slightly changed focus on ethics can significantly build your organization's bottom line. Ethics and fun aren't words you normally hear in the same sentence. However, Dr. Christopher Bauer has been making professional ethics both straightforward and fun for international audiences for more than 25 years. He will present ethics differently than you have probably ever experienced them before. The tone will be conversational and the ideas immediately applicable. You will leave with easy, practical ideas and tools to reduce your risk for ethics difficulties while simultaneously reducing the risk of your colleagues, coworkers and entire organizations.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Identify a minimum of three previously unseen 'red flags' for ethics risk

in themselves and their organizations

- ▶ Identify and articulate a minimum of four values essential to building and maintaining a culture of professional ethics
- ▶ Articulate the bottom-line value of developing and maintaining a culture of both personal and organizational ethics

**Speaker:**

**Christopher Bauer, PhD**  
Bauer Ethics Seminars  
Nashville, TN

**Moderator:**

**Diane D. Brown, CMI**  
Manager, Property Tax  
Cooper US  
Houston, TX

**12:00 Noon Lunch**

**1:00 - 2:15 PM**  
**Concurrent Breakout Session**

**Preparation for Litigation: Procedures, Strategies and Expert Witnesses**

(Repeated at 2:30 PM)  
Preparation for Litigation will be discussed from the perspective of the attorney, appraiser and taxpayer. Insight will be given of trial preparation from experts who have spent a professional lifetime in preparing tax cases for trial.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Understand how all aspects of trial evidence need to be coordinated under the penumbra of attorney client privilege
- ▶ Recognize the forensic aspects of the appraisal as it is distinguished from typical appraisal assignments
- ▶ Comprehend how the appraiser addresses the demands of the client, yet prepares an appraisal that will satisfy jurisdictional requirements

- ▶ Understand how a case goes forward and how it is coordinated with the experts
- ▶ Identify taxpayers' concerns and how they are met

**Speakers:**

**John J. Coyle, III**

President  
Coyle, Lynch & Company  
Sharon Hill, PA

**John E. Garippa, Esq.**

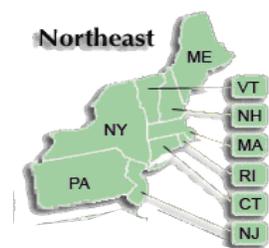
Senior Partner  
Garippa, Lotz & Giannuario,  
P.C.  
Montclair, NJ

**Mark P. Parish**

Director, Real Estate Tax  
The Taubman Company  
Bloomfield Hills, MI

**Regional Update - Northeast**

(Repeated at 4:00 PM)



This session will cover recent major developments impacting property taxes within the Northeastern region of the United States. Emphasis will be given to states that will typically be of interest to the majority of attendees. Time will be allotted at the end of this session to allow questions for any additional clarification or input from the attendees.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Be aware and have at least a basic working understanding of major legislative initiatives, recent significant court rulings, important administrative appeal decisions and other relevant news within the geographic region

**Speakers:**

**Fred W. Geldmaker, III**

Manager, Business Taxes  
Bayer Corporation  
Pittsburgh, PA

**Francis J. Hoegen, Esq.**

Member  
Hoegen & Associates  
Wilkes-Barre, PA

**Honorable Joseph C. Small**

Retired Judge  
Tax Court of New Jersey  
Princeton, NJ

**1:00 - 2:15 PM**

**Concurrent Breakout Session**

**Role of Social Media in Property Tax Administration Best Practices**

(Repeated at 2:30 PM)

This session will provide an overview of social media resources available and show you the basics on each of the sites. You will better understand how property tax professionals can use social media to find information about emerging issues and disseminate information of their own. Learn how Facebook, Twitter, LinkedIn, YouTube and blogs can improve your efficiency and keep you more up-to-date on tax issues and important news. Please bring your laptop or tablet for this fun, interactive session! We will be Tweeting live from our session.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Identify the various social media resources available in the market
- ▶ Determine which social media resources are right for you
- ▶ Set up and perform the basics when using various social media resources
- ▶ What in the world are “hashtags”?
- ▶ Locate tax-specific examples on the various social media sites
- ▶ Weigh the risk vs. reward of using social media

**Speakers:**

**Mindy McLees, CMI**

Senior Manager  
Moss Adams LLP  
Los Angeles, CA

**Traci Wheeler**

Managing Director  
Red Moon Solutions  
Sarasota, FL

1:00 - 2:15 PM

**Concurrent Breakout Session**

**Be the Best That You Can Be - Be a CMI!**

This interactive session will discuss the core competencies required to become a CMI in the property tax profession and the transition from the topics covered in IPT's intermediate schools to those required to master the advanced property tax issues covered in the CMI exams. Come prepared with questions regarding the knowledge required to become a CMI. This session is not eligible for continuing education credit.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Understand the core competencies expected of those who hold the CMI designation
- ▶ Analyze and interpret ethical dilemmas common to the Property Tax profession
- ▶ Identify the advanced substantive areas that

- exceed the scope of IPT's Intermediate Schools
- ▶ Compare various styles and methods of communication used throughout the property tax profession in the valuation and appeal process
- ▶ Explain how the core competencies of substantive knowledge, ethical behavior and effective communication come together in the exercise of professional judgment throughout the property tax profession

**Speakers:**

**Patrick J. Chambers, CMI, Esq.**  
 Property Tax Consulting Services  
 Irvine, CA

**Kellianne M. Nagy, CMI, CAE**  
 Director - Property Taxes  
 Time Warner Cable  
 Charlotte, NC

2:30 - 3:45 PM

**Concurrent Breakout Session**

**Regional Update - West**  
 (Repeated at 4:00 PM)



This session will cover recent major developments impacting property taxes within the Western region of the United States. Emphasis will be given to states that will typically be of interest to the majority of attendees. Time will be allotted at the end of this

session to allow questions for any additional clarification or input from the attendees.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Be aware and have at least a basic working understanding of major legislative initiatives, recent significant court rulings, important administrative appeal decisions and other relevant news within the geographic region

**Speakers:**

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

**John D. Cahill, Esq.**  
 Partner  
 Cahill, Davis & O'Neill, LLP  
 Los Angeles, CA

**Kimberli J. Rogers**  
 Senior Tax Manager  
 DuCharme, McMillen & Associates, Inc.  
 Phoenix, AZ

2:30 - 3:45 PM

**Concurrent Breakout Session**

**Appraising the Appraisal: Appraisal Review Tips for the Non-Appraiser**

(Repeated at 4:00 PM)

This session examines what a property tax professional should look for during a review of an appraisal report. Included in the discussion will be the review process, guidelines, and common report deficiencies. The speakers will also highlight the qualities of both effective and ineffective appraisals through real-world examples. Practical tips for preparing a careful and constructive appraisal review that can be applied by attorneys, consultants, and property tax managers to collaborate with your appraiser for a more effective appraisal report and appeal will also be presented.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Distinguish the characteristics of an effective and convincing appraisal report

- ▶ Identify common report deficiencies and omissions
- ▶ Recognize the strengths and weaknesses of an appraisal report for use in appeal
- ▶ Examine the elements of the appraisal review process to ensure that the data and conclusions from the report are credible and can survive a vigorous challenge

**Speakers:**

**Gerard N. Amoroso, Jr.**  
 Manager - Property Tax  
 General Electric Company  
 Atlanta, GA

**Kevin M. Clyne, Esq.**  
 Partner  
 Herman Katz Cangemi & Clyne, LLP  
 Melville, NY

**Gary P. Taylor, MAI, SRA**  
 Consultant  
 Rogers & Taylor Appraisers, Inc.  
 Brooksville, FL

2:30 - 3:45 PM

**Concurrent Breakout Session**

**Role of Social Media in Property Tax Administration Best Practices**

(Repeated from 1:00 PM)

2:30 - 3:45 PM

**Concurrent Breakout Session**

**Preparation for Litigation: Procedures, Strategies and Expert Witnesses**

(Repeated from 1:00 PM)

- ▶ operations side of a hotel
- ▶ Recognize the reasons for the high expenses and increased deferred maintenance related with hotel operations
- ▶ Examine issues related to intangible components in the hotel income stream

**Speaker:**

**Renea Linton**  
 Director, Property Tax  
 Marriott International, Inc.  
 Bethesda, MD

4:00 - 5:15 PM

**Concurrent Breakout Session**

**Hotel Operations behind the Scenes: A Virtual Site Visit**

This session provides a virtual tour with 360 degree panoramic video of the functional areas of the hotel, such as laundry, catering, kitchen, power plant, etc. This session will highlight and visually illustrate some of the common property tax related issues of a hotel that can be identified on an income statement but which one rarely views.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Identify the various functions on the

4:00 - 5:15 PM

**Concurrent Breakout Sessions**

**Regional Update – Northeast**

(Repeated from 1:00 PM)

**Regional Update- West**

(Repeated from 2:30 PM)

**Appraising the Appraisal**

(Repeated from 2:30 PM)

**Tuesday  
November 13, 2012**

6:45 - 7:45 AM

Continental Breakfast (Guests of hotel residing under IPT's Group Rate)

8:00 - 9:15 AM

**Concurrent Breakout Session**

**Regional Update - Midwest**

(Repeated at 11:00 AM)



This session will cover recent major developments impacting property taxes within the Midwestern region of the United States. Emphasis will be given to states that will typically be of interest to the majority of attendees. Time will be allotted at the end of this session to allow questions

for any additional clarification or input from the attendees.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Be aware and have at least a basic working understanding of major legislative initiatives, recent significant court rulings, important administrative appeal decisions and other relevant news within the geographic region

**Speakers:**

**Carla D. Bishop, CMI**  
President - Midwest Operations  
Meritax, LLC  
Indianapolis, IN

**Apollo D. Carey, Esq., LLM**  
Tax Attorney  
Sandberg Phoenix & von Gontard P.C.  
Saint Louis, MO

**Robert K. Danzinger, Esq.**  
Partner  
Sleggs, Danzinger & Gill Co.  
LPA  
Cleveland, OH

8:00 - 9:15 AM

**Concurrent Breakout Session**

**Pollution Control**

**Equipment Exemptions**

(Repeated at 9:30 AM)

This session will provide insight to quantify real and personal property tax abatements and exemptions associated with pollution control equipment. The speakers will mention the present environmental regulations and what financial impact they have on businesses. Additionally, they will discuss state specific opportunities that will assist taxpayers in reducing their financial burden.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Understand the key current environmental regulations in the US which impact businesses and manufacturers
- ▶ Explain the valuation implications of environmental regulations, including how to identify

and measure the impact using the cost, income and market approaches

- ▶ Recognize the breadth of the available state-specific statutory exemptions and valuation adjustments pertaining to past and future pollution control equipment expenditures
- ▶ Be familiar with the exemption programs and tax-savings opportunities in certain specific states including: Texas, New Jersey, California, Louisiana and Oklahoma
- ▶ Apply best practices in maximizing and implementing applicable exemptions and valuation adjustments

**Speakers:**

**Jeffrey S. Moore**  
Senior Director,  
Manufacturing Client Services  
Thomson Reuters  
Austin, TX

**Trey Novosad, CMI**  
Principal  
Popp Hutcheson, PLLC  
Austin, TX

**8:00 - 9:15 AM  
Concurrent Breakout  
Session**

**The Mix of Bankruptcy  
and Taxes - A Nuts and  
Bolts Session to Explore  
Evolving Bankruptcy Tax  
Issues and Trends**

This session features a nuts and bolts overview of bankruptcy as presented by The Honorable Judge Michael G. Williamson, a presiding bankruptcy judge for the United States Bankruptcy Court of the Middle District of Florida. Judge Williamson will be joined by a panel of experienced bankruptcy and tax professionals, who will highlight the relevant bankruptcy tax issues and provide insight on evolving bankruptcy trends, such as the recent explosion of municipal bankruptcy filings and the related taxpayer impact.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Clearly understand basic corporate bankruptcy requirements and the business implications of a bankruptcy filing

- ▶ Appreciate the bankruptcy court's role in overseeing a corporate debtor's bankruptcy and business transformation process
- ▶ Identify the corporate tax issues aligned with bankruptcy and the availability of the bankruptcy court venue for addressing such taxes
- ▶ Assess traditional bankruptcy emergence options and the tax issues relative to each
- ▶ Be conversant with currently evolving bankruptcy trends, including municipal bankruptcy filings and the related taxpayer impacts

**Speakers:**

**Nancy Flagg, CPA**  
State and Local Leader of  
Bankruptcy Tax Services  
Ernst & Young LLP  
Milwaukee, WI

**Robert A. Soriano, Esq.**  
Shareholder  
Greenberg Traurig  
Tampa, FL

**Honorable Michael G.  
Williamson**  
Judge  
United States Bankruptcy  
Court for the Middle District  
of Florida  
Tampa, FL

**8:00 - 9:15 AM  
Concurrent Breakout  
Session**

**CMI Academy, Part I**

(Designed for CMIs)  
This one-half day session (Parts I, II and III) is designed for CMIs to provide a more participatory course for experienced tax professionals interested in pursuing a particular issue in more depth. This interactive discussion group will focus on valuation theory that affects property tax assessments. Topics are varied and "real time" to assist in handling current assessment appeals. Issues are provided by the IPT membership requesting help in solving questions about various appraisal theories advanced by taxing jurisdictions.

**Learning Objectives**

After attending the session, the

attendee will be able to:

- ▶ Evaluate appraisal theories and communicate proper responses to obtain proper assessments

**Facilitators:**

**Jeffrey D. Gordon, Esq.**  
Partner  
Archer & Greiner, P.C.  
Princeton, NJ

**Michael J. Kelly, MAI, SRPA**  
President  
Real Estate Analysis  
Corporation  
Chicago, IL

**Leonard J. Patcella, Jr., CMI,  
MAI**  
President  
Equity Appraisal Co., Inc.  
Springhouse, PA

**Kenneth J. Ungar, CMI**  
Vice President  
Ad Valorem Tax, Inc.  
Aurora, OH

**Facilitator/Moderator:**

**Mark S. Hutcheson, CMI,  
Esq.**  
Partner  
Popp Hutcheson, PLLC  
Austin, TX

**9:30 - 10:45 AM**  
**Concurrent Breakout Session**  
**Regional Update - Southeast**  
 (Repeated at 11:00 AM)



This session will cover recent major developments impacting property taxes within the Southeastern region of the United States. Emphasis will be given to states that will typically be of interest to the majority of attendees. Time will be allotted at the end of this session to allow questions for any additional clarification or input from the attendees.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Be aware and have at

least a basic working understanding of major legislative initiatives, recent significant court rulings, important administrative appeal decisions and other relevant news within the geographic region

**Speakers:**

**Robert E. V. Kelley, Jr., Esq.**  
 Shareholder  
 Hill Ward Henderson  
 Tampa, FL

**David A. Pawlowski, Esq.**  
 President  
 Tax Advantage Property Services  
 Charlotte, NC

**George W. Powell, Jr., Esq., MAI, CRE**  
 Shareholder  
 Akerman Senterfitt LLP  
 Miami, FL

**Joseph D. Young, Esq.**  
 Partner  
 Peachtree Government Affairs  
 Atlanta, GA

**9:30 - 10:45 AM**  
**Concurrent Breakout Session**  
**Off and On Shoring Tax Functions**

This session will discuss A) the experience of Shell Oil Company Tax Department's three plus year effort in the offshoring migration of Tax Compliance to India and B) the experience of companies in on shoring certain tax functions back to the United States. Discussion will provide an overview of the specific objectives of risk analysis, key deliverables and a current operational perspective of the accomplishment and continuing operations.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Understand the process involved in offshoring Tax Compliance activities to a foreign country
- ▶ Identify specific Compliance tasks eligible to migrate and the methods used by Shell and others
- ▶ Learn to identify specific instances of success and

failures to off/on shoring tax functions

- ▶ Be able to determine and demonstrate the process and risks to off/on shoring tax work
- ▶ Develop an understanding of the time and effort necessary to accomplish a successful, working Tax Department after Off Shoring
- ▶ Develop an understanding of why a company decided against offshoring and brought the function back to the US

**Speakers:**

**Bruce P. Burnham, CMI**  
 Senior Tax Representative  
 Shell Oil Company  
 Houston, TX

**Jason Gabauer**  
 Property Tax Manager  
 Grant Thornton LLP  
 Fort Lauderdale, FL

9:30 - 10:45 AM

**Concurrent Breakout Session**

**Ethics View from Trial Attorneys**

(Repeated at 11:00 AM)  
 Three Illinois property tax attorneys will explore ethical issues that arise for property tax professionals in the real property tax appeal process through the examination of recent Illinois ethics opinions and real life experiences. Two of the three panelists have previously worked for the Cook County State’s Attorney’s Office, and all have litigated and settled numerous property tax appeals.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ To better determine proper disclosures and appraiser handling of valuations
- ▶ Seek ethical practices towards meritorious claims
- ▶ Understand the ethical requirement of candor to the tribunal
- ▶ Understand new ethical rules surrounding social media
- ▶ Explore ethical

considerations for Illinois Property Tax Appeal Board Rules, Title 86 Chapter II Part 1910 Section 1910.71. *Ex Parte Communications with Board Members and Assessors*

**Speakers:**

**Kevin P. Burke, Esq.**  
 Partner  
 Smith, Hemmesch, Burke & Kaczynski  
 Chicago, IL

**Whitney T. Carlisle, Esq.**  
 Principal  
 McCracken Walsh, Carlisle and de LaVan  
 Chicago, IL

**Brian Liston, Esq.**  
 Partner  
 The Law Offices of Liston & Tsantilis, P.C.  
 Chicago, IL

9:30 - 10:45 AM

**Concurrent Breakout Session**

**CMI Academy, Part II**  
 (Designed for CMIs)

11:00 AM - 12:15 PM

**Concurrent Breakout Sessions**

**Regional Update - Midwest**

(Repeated from 8:00 AM)

**Regional Update – Southeast**

(Repeated from 9:30 AM)

**Ethics View from Trial Attorneys**

(Repeated from 9:30 AM)

**CMI Academy, Part III**

(Designed for CMIs)

12:15 - 2:15 PM **Lunch**

The committee has allocated a two-hour break with a box lunch for attendees to experience the location during their stay. Join your fellow attendees and visit some close-by attractions –The Florida Aquarium and the history museum. Gather where the lunch is located to walk to the appropriate excursion. Discount tickets will be available for purchase on an individual basis.

2:15 - 3:30 PM

**Concurrent Breakout Session**

**The Many Facets of Intangible Assets: Embedded Intangibles - Challenges and Opportunities**

One of the more significant general trends in manufacturing today is the changing nature of conventional production equipment in favor of smarter and more flexible equipment that can generate more functionality for end users and made possible through the use of increasingly greater proportions of software and intellectual capital built into the tangible assets subject to property taxation. In many states, intangible assets are exempt from real and personal property taxation. When companies acquire or purchase assets, they may not segregate the value of warranties, software, training or other intangibles from the tangible personal property acquired. This session will provide an overview of issues and challenges of valuation and segregation of intangible

assets and provide a summary of representative state developments.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Identify the types of intangible assets that may be capitalized on a company’s books and records
- ▶ Examine representative state assessment practices and statutes allowing for the exemption of intangible assets
- ▶ Review the relevant valuation issues and segregation challenges to quantify intangible assets that may be bundled and capitalized on a company’s books
- ▶ Assess the legislative landscape of the tangible vs. intangible conundrum and highlight representative state developments

**Speakers:**

**Robert D. Butterbaugh, CMI**  
Senior Manager, National Property Tax  
Ernst & Young LLP  
Philadelphia, PA

**Richard G. Smith, Esq.**  
Partner  
Hawley Troxell LLP  
Boise, ID

**2:15 - 3:30 PM  
Concurrent Breakout Session**

**Regional Update – South Central**

(Repeated at 3:45 PM)



This session will cover recent major developments impacting property taxes within the South Central region of the United States. Emphasis will be given to states that will typically be of interest to the majority of attendees. Time will be allotted at the end of this session to allow questions for any additional clarification or input from the attendees.

**Learning Objectives**

After attending the session, the attendee will be able to:

- ▶ Be aware and have at least a basic working understanding of major legislative initiatives, recent significant court rulings, important administrative appeal decisions and other relevant news within the geographic region.

**Speakers:**

**George Christian, Esq., PhD**  
Attorney  
Texas Taxpayers and Research Association  
Austin, TX

**Foy Mitchell, Jr.**  
Vice President  
Marvin F. Poer and Company  
Dallas, TX

**2:15 - 3:30 PM  
Concurrent Breakout Session**

**Credits & Incentives: Effectively Minimize Property Tax Liabilities**

This session will review methodologies currently utilized by state and local governments to induce economic development

through the reduction of corporate property taxes. The panel will identify and breakdown a multitude of creative incentives approaches such as industrial revenue bonds, foreign trade zones, tax increment financing, and tax freezes. This session will also highlight potential property tax-savings opportunities in all business challenges including expansions, relocations, retentions, contractions, and even routine capital expenditures.

**Learning Objectives**

After attending the session, the attendee will be able to:

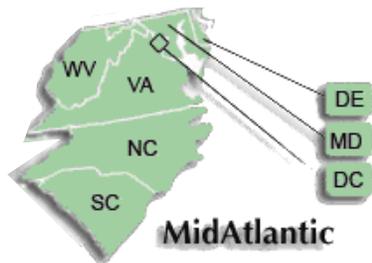
- ▶ Identify current property tax credits and incentives programs offered by state and local governments for all businesses and property types
- ▶ Develop an in-depth understanding of the mechanics of these approaches
- ▶ Share experience and successes in strategizing for unique situations
- ▶ Explore incentive opportunities for all business scenarios from head count reductions to plant expansions

**Speakers:**

**Steven A. Carter**  
 NE Practice Leader, Economic Development, Credits & Incentives Services  
 Grant Thornton LLP  
 Mentor, OH

**Jubal Smith, CEcD**  
 Executive Vice President of the Business and Economic Incentive Group  
 Jones Lang LaSalle Americas, Inc.  
 Dallas, TX

**2:15 - 3:30 PM**  
**Concurrent Breakout Session**  
**Regional Update – Mid Atlantic**  
 (Repeated at 3:45 PM)



This session will cover recent major developments impacting property taxes within the Mid-

Atlantic region of the United States. Emphasis will be given to states that will typically be of interest to the majority of attendees. Time will be allotted at the end of this session to allow questions for any additional clarification or input from the attendees.

**Learning Objectives**  
 After attending the session, the attendee will be able to:

- ▶ Be aware and have at least a basic working understanding of major legislative initiatives, recent significant court rulings, important administrative appeal decisions and other relevant news within the geographic region

**Speaker:**  
**Thomas W. Branham**  
 Managing Consultant  
 Marvin F. Poer and Company  
 Arlington, VA

**3:45 - 5:00 PM**  
**Concurrent Breakout Session**  
**Regional Update – South Central**  
 (Repeated from 2:15 PM)

of recent issues specific to commercial properties and how these impact their company

- ▶ Identify current trends in property taxes related to commercial real estate

**Facilitators: TBA**

**3:45 - 5:00 PM**  
**Concurrent Breakout Session**  
**Regional Update – Mid Atlantic**  
 (Repeated from 2:15 PM)

**3:45 - 5:00 PM**  
**Concurrent Breakout Session**  
**Personal Property Roundtable**

This session will focus on hot topics in Personal Property. This will be an interactive audience-participation discussion to exchange ideas, experiences and strategies by both participants and facilitators on the hot topics within the industry.

**Learning Objectives**  
 After attending the session, the attendee will be able to:

- ▶ Gain an understanding of recent issues specific to personal property assessment and how these impact their company
- ▶ Identify current trends in personal property taxes

**Facilitators: TBA**

**3:45 - 5:00 PM**  
**Concurrent Breakout Session**  
**Commercial Real Estate Roundtable**  
 The session will focus on important current issues impacting the commercial real estate. This will be an interactive audience-participation discussion to exchange ideas, experiences and strategies by both participants and facilitators on the hot topics within the industry.

**Learning Objectives**  
 After attending the session, the attendee will be able to:

- ▶ Gain an understanding

5:15- 6:15 PM

## Concurrent Breakout Session

### Industry Roundtables

Join colleagues in your industry in an open forum to exchange ideas, experiences and strategies on the hot topics within the industry; don't miss this great opportunity to network with the players in your industry.

### Learning Objectives

After attending the session, the attendee will be able to:

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

Energy

Hotel & Healthcare

Industrial

Retail

Telecom/High-Tech

6:30 - 8:30 PM

## Cuban Night Reception

Meet and mingle with your colleagues while enjoying food and entertainment at the Cuban Night's Reception.

**Reception sponsor:**  
**Duff & Phelps LLC**

## Wednesday

November 14, 2012

6:45 - 7:45 AM

### Continental Breakfast

(Guests of hotel residing under IPT's Group Rate)

8:00 - 9:00 AM

### General Session

#### Florida Property Tax - Trends, Issues, and Prognostications

In this general session, the Florida Department of Revenue will provide an update on Florida property value trends, foreclosures, and the status of the general property taxation program. The Department will also present a progress report on its "Scorecard" process for evaluating the Value Adjustment Board procedure and where the appeal process may be heading.

### Learning Objectives

After attending the session, the attendee will be able to:

- ▶ Share identified trends in property values during the economic downturn
- ▶ Highlight the impact

of foreclosures and pressure on local taxing jurisdictions

- ▶ Provide an update on its internal review of the VAB process
- ▶ Explore possible administrative changes in property appeals

### Speaker:

**Howard Moyes**

Deputy Director

Property Tax Oversight Program

Department of Revenue  
Tallahassee, FL

9:15 - 10:15 AM

### General Session

#### The Year of the Political Economy with Doug Duncan

Hear current thinking on the health of the economy and housing sector from the Chief Economist of Fannie Mae. What are consumers thinking? Has housing hit bottom? What is next on the Fed's agenda?

### Learning Objectives

After attending the session, the attendee will be able to:

- ▶ Analyze current economic indicators to determine the strength of the economy and what that may mean for the future
- ▶ Understand the role that the housing market plays in the overall economy and whether or not it has hit bottom
- ▶ Evaluate the impact of Federal Reserve policy on the economic recovery

### **Speaker:**

**Douglas G. Duncan, PhD**  
Senior Vice President and  
Chief Economist  
Fannie Mae  
Washington, DC

**10:30 AM – 12 noon**  
**General Session**  
**The Politics of Property  
Tax: Don Quixote vs.  
Robin Hood!**

Participants will be encouraged to share their viewpoints as the panelists discuss how political motivations impact the administration of property taxation.

### **Learning Objectives**

After attending the session, the

attendee will be able to:

- ▶ Gain insight into the motivations of various participants in the process
- ▶ Understand how political motivations may affect property tax administration
- ▶ Be aware of possible solutions for resolving political friction

### **Speakers:**

**David C. Lennhoff, MAI,  
CRE, FRICS**  
Principal  
SC&H State & Local Tax  
McLean, VA

**Todd S. Liebow, MAI**  
Portland, OR

**Benjamin K. Phipps, CMI,  
Esq.**  
Senior Partner  
Phipps & Howell  
Tallahassee, FL

**12 noon**  
**Program Concludes**

## 2012 Property Tax Symposium Committee

### **Chair**

**David H. LeVan, CMI**  
Advantax Group, LLC

### **Vice Chair**

**Diane D. Brown, CMI**  
Cooper US

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Equity Residential

**Donald L. Lippert, Jr., CMI**  
Grant Thornton LLP

**Anna T. Westbrook, CMI**  
Thomson Reuters

**Charles Alan Long, CMI**  
Ernst & Young LLP

## 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 three continental breakfasts, 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 \$595 before October 12, 2012 and \$620 after October 12, 2012. Registrant saves \$25 if payment is received prior to October 12, 2012.** The fee for individuals who are not members of IPT, but whose company or firm has members in IPT, is **\$795 before October 12, 2012 and \$820 after October 12, 2012.** Providing their company already has a member in IPT, one may **join as an Associate Member for annual dues of \$275 making the total symposium fee \$870 before October 12, 2012 and \$895 after October 12, 2012.**

An individual, who is an **employee of a company that does not have members in IPT, but who is eligible for membership, may attend for a fee of \$1,020, paid before October 12th or \$1,045 if payment is received after October 12th.**

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 26, 2012 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 26, 2012 (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 26, 2012; 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 12, 2012; after November 14, 2012 a \$50 fee applies. A confirmation of acceptance will be sent. **Please see registration form.**

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 Property Tax Symposium is being held at the Tampa Marriott Waterside Hotel & Marina, 700 South Florida Avenue, Tampa, Florida 33602. There are separate costs for the hotel. Room reservations and special requests should be made directly with the hotel as soon as possible. **In order to request a room in the IPT room-block, please call 1-888-789-3090. Mention that you are attending the Institute's program in all contact with the hotel in order to receive the group rate. Click here for online hotel reservations. Reservations requested af-**

**ter the room block is filled or beyond the cut-off date of October 10, 2012, 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 rate which is \$199 for single occupancy, plus applicable taxes. Guest room reservations need to be confirmed with a first night's guarantee. Check-in time is after 4:00 p.m. Check-out time is noon.

## Ground Transportation:

The Marriott Tampa Hotel offers Valet parking only. For guests of the hotel the fee is \$21.40 (fee includes tax) per night. Taxi service from the Tampa International Airport is approximately \$25.00. The ride from the airport to the hotel is an estimated twenty minutes. Super Shuttle services are available for shared ride services. Per person the fee is \$14 one way or \$24 round trip. Super Shuttle booths are located outside at either end of the baggage claim area. Reservations are not required, but are recommended. Make your reservations at [www.supershuttle.com](http://www.supershuttle.com) or by calling 1-800-282-6817.

**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 twenty (21) CPE credits (including up to 3.5 IPT ethics credit hours depending upon breakout sessions) 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. All current CMIs registered for the Property Tax Symposium will have a special color-coded badge to signify the CMI designation. 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 par-

ticipate in the barcode scanning, IPT will not be able to verify your attendance or award any credit in the future.

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

Recommended Field of Study:

Taxation

Prerequisites: None

Program Level: Overview of

Timely Property Tax Issues

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 submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.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 infor-

mation 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.

Tape recording of sessions is not permitted.

### Consent to Use of Photographic Images:

Photos will be taken at this event. These photos may be published in IPT publications, multimedia presentations, IPT's Facebook page and on our website. Registration and attendance at, or participation in, IPT meetings and other activities constitutes an agreement by the registrant to IPT's use and distribution of the registrant or attendee's image or voice in photographs, videotapes, electronic reproductions, and audiotapes of

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