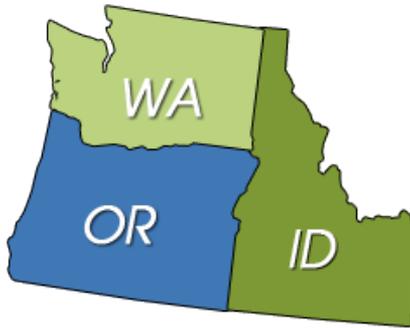


Institute for Professionals in Taxation®

# Northwest Regional Property Tax Seminar



Intel Jones Farm Campus  
Hillsboro, OR

*Thursday, August 4, 2016*

Preliminary Brochure



***Schedule At-a-Glance***

<b>Wednesday, August 3, 2016</b>	
<b>7:00 - 9:00 pm</b>	<b>Reception</b> <i>Cornelius Pass Roadhouse, Hillsboro, Oregon (Cash Bar)</i>
<b>Thursday, August 4, 2016</b>	
<b>8:30 am</b>	<b>Registration, Breakfast and Networking</b>
<b>8:50 am</b>	<b>Welcome and Introductions</b>
<b>9:00 am</b>	<b>Understanding Idaho Exemptions and Rule Making Process</b>
<b>9:45 am</b>	<b>Prepare Yourself for Changes in Washington and Help the DOR Revise Its Valuation Guidelines</b>
<b>10:30 am</b>	<b>Break</b>
<b>10:45 am</b>	<b>Get the Inside Scoop On Tax Reform and Central Assessment Issues in Oregon</b>
<b>11:30 am</b>	<b>Ask the State Expert - Speaker Panel</b>
<b>12:30 pm</b>	<b>Lunch and Networking (including all speakers)</b>
<b>1:30 pm</b>	<b>Income Approach Issues in Valuations Prepared for Property Tax Purposes</b>
<b>2:30 pm</b>	<b>Break</b>
<b>2:45 pm</b>	<b>Managing the Corporate Property Tax Department</b>
<b>3:45 pm</b>	<b>Negotiating Tax Disputes: Learn How to Hone Your Skills</b>
<b>4:30 pm</b>	<b>Roundtable Discussion: Afternoon Speakers and Attendees</b>
<b>5:00 pm</b>	<b>Closing Remarks</b>

***Program/Sessions***

**Wednesday, August 3, 2016**

**7:00 - 9:00 pm**  
**Reception**  
*Cornelius Pass Roadhouse  
Hillsboro, Oregon (Cash Bar)*

**Thursday, August 4, 2016**

**8:30 am**  
**Registration, Breakfast and Networking**

**8:50 am**  
**Welcome and Introductions**

*Program Chair*  
**Michelle DeLappe, CMI, J.D., LL.M.**  
*Attorney  
Garvey Schubert Barer  
Seattle, WA*

*IPT President*  
**KelliAnne M. Nagy, CMI, CAE**  
*Property Tax Manager  
Sunbelt Rentals Inc.  
Fort Mill, SC*

**9:00 am**  
**Understanding Idaho Exemptions and Rule Making Process**

In this session, we will focus on recent property tax legislation, including the evolution of the current \$100,000 personal property exemption and changing

definitions of personal property. We will also examine business property tax incentives, particularly those that have come into expanded use in recent years. Finally, we will navigate the nuances of the Idaho administrative rule making process so you can help make the rules going forward.

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

- Determine how personal property taxation in Idaho has evolved
- Understand major available property tax exemptions and incentives in Idaho
- Effectively engage in Idaho's administrative rule making process

*Speaker:*  
**Alan Dornfest**  
*Property Tax Policy Bureau Chief  
Idaho State Commission  
Boise, ID*

9:45 am

### Prepare Yourself for Changes in Washington and Help the DOR Revise Its Valuation Guidelines

This session will bring you up-to-date on the latest and greatest property tax legislation and will also give you a preview into potential changes on the horizon. We will also dive into the nuts and bolts of the Department of Revenue's published valuation guidelines which county assessors use to determine your tangible personal and industrial property values. After the deep dive, you'll get the inside scoop on how to help change the guidelines.

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

- Plan around the effects of recent legislation and ahead of upcoming changes in Washington's property tax system
- Take advantage of Washington's Personal and Industrial Property Valuation Guidelines to make sure your assessments are fair

- Participate in the process of updating Washington's property valuation guidelines

*Speakers:*

#### **Kathy Beith**

*Assistant Director of Property Tax  
Washington Department of Revenue  
Olympia, WA*

#### **David McKenzie**

*Advisory Appraisal Regional Supervisor  
Washington Department of Revenue  
Olympia, WA*

**10:30 am  
Break**

**10:45 am**

### Get the Inside Scoop On Tax Reform and Central Assessment Issues in Oregon

Oregon has seen significant legislation in the last few years related to property tax, and even bigger changes are looming on the horizon. In this session, we will dive into the details of central assessment changes from SB 611 (2015); discover new exemptions that may apply to commercial and industrial taxpayers, and get the latest updates on the push for statewide reform of the property tax system.

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

- Capitalize on the benefits from recent legislative changes
- Plan ahead of proposed significant changes in Oregon's overall property tax system
- Distinguish between the characteristics of central assessment including intangible property and unitary valuation

*Speakers:*

#### **Mark Gharst**

*Policy Liaison  
Oregon Department of Revenue  
Salem, OR*

#### **Robert Motley**

*Appraiser Analyst  
Oregon Department of Revenue  
Salem, OR*

**11:30 am**

### Ask the State Expert-Speaker Panel

Engage in discussion of current property tax trends in Idaho, Oregon and Washington and how they impact the Northwestern region. During this session, seminar presenters will join together and take

questions from the audience to discuss what's top of mind to those in attendance. This panel is a unique opportunity to get multiple perspectives on current property tax issues and see how decisions and actions in one state may influence those of another.

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

1. Identify the most pressing issues affecting these states and the Northwest region.
2. Evaluate the varying strategies each state uses to address various issues
3. Use the perspective gained during the session to guide business decisions in these states

*Moderator:*

#### **Brigit M. DuBois, CMI**

*Property Tax Senior Manager  
[Amazon.com](http://Amazon.com)  
Seattle, WA*

**12:30 pm**

### Lunch and Networking with Speakers

**1:30 pm**  
**Income Approach Issues in**  
**Valuations Prepared for**  
**Property Tax Purposes**

The direct capitalization method is based on a simple formula: income divided by capitalization rate equals value. However, behind this seemingly straightforward formula are a number of assumptions that impact the final value. These assumptions can be intentionally manipulated or mistakenly estimated to produce unreliable value conclusions. This session will address several important income approach assumptions, including assumptions related to: (1) embedded intangible assets, (2) the long-term growth rate, (3) the use of market data, (4) normalized depreciation and capital expenditures, and (5) internal consistency among the income approach variables.

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

- Determine whether or not the concluded value from the income approach includes the value of the taxpayer's intangible assets

- Estimate a supportable long-term growth rate in the direct capitalization method
- Assess the reasonableness of the market data used in the direct capitalization method
- Assess the reasonableness of the normalized depreciation and capital expenditures estimated in the direct capitalization method
- Confirm that the assumptions used in the income approach are internally consistent

*Speaker:*  
**Aaron Rotkowski, CFA, ASA, CBA**  
*Vice President*  
*Willamette Management Associates*  
*Portland, OR*

**2:30 pm**  
**Break**

**2:45 pm**  
**Managing the Corporate Property**  
**Tax Department**

Dealing with property taxes for a company can seem like an overwhelming assignment, but with the proper technique, that mountain

of work can be turned into a much smaller pile of manageable tasks. Bring your ideas as we openly discuss various ways to manage the property tax function in-house with minimal staff, using an organized plan, and all with off-the-shelf common software tools.

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

- Create a management process for their own company
- Get the most out of software tools available to them
- Learn ways to mitigate key pain-points associated with the property tax function

*Speaker:*  
**Stephen Yergeau**  
*Director, Property Tax*  
*T-Mobile USA, Inc.*  
*Bellevue, WA*

**3:45 pm**  
**Negotiating Tax Disputes: Learn**  
**How to Hone Your Skills**

Sooner or later, all tax professionals have the opportunity to negotiate the resolution of a tax dispute. Will

you be ready to maximize your next opportunity? Have you invested enough time – or any time -- in thinking about and improving your negotiation skills? Skilled and thoughtful negotiators achieve better outcomes and add more value for their companies. Whether negotiation is an art or a science, or neither or both, there is no magic to it. It is a skill that can be learned, practiced and improved. This session will get you started or, for the more experienced professional, get you thinking more deeply about this subject.

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

- Recognize negotiating opportunities in resolving (or preventing) property tax disputes
- Identify various successful approaches to negotiating property tax disputes
- Evaluate various approaches to negotiations for different circumstances

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

4:30 pm

### Roundtable Discussion: Afternoon Speakers and Attendees

This roundtable will bring together the speakers from the afternoon sessions for a lively question and answer discussion. The discussion will be led by a moderator, delving into topics that matter most to you.

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

- Identify the topics most important to tax professionals doing business in the Northwest
- Develop Northwest region-specific tax planning strategies

*Moderator:*

#### Aryn Hansen

*Senior Property Tax Accountant  
Iberdrola Renewables, Inc.  
Portland, OR*

5:00 pm

### Closing Remarks

### Registration Information

Any IPT member or employee of a company/firm with member(s) in the Institute may register for the Seminar. The registration fee provides for breakfast, lunch, breaks and networking sessions. Admission to all functions/sessions is by display of badge.

The registration fee, for **IPT members** is **\$200**. **Individuals who are not members** of IPT, but whose company or firm has members in IPT, may attend the Seminar for an **additional \$50 charge**. In this case, the Seminar's fee, **for nonmembers** would be **\$250**. Providing your company already has a member in IPT, you may join as an **Associate Member** and pay **\$275** for membership in IPT plus **\$200** for attending the Seminar for a total fee of **\$475**. A **Special Offer** of **\$250** is available to tax professionals who are NOT members of IPT (must be eligible to join IPT). This program is designed for IPT Members and individuals who are eligible to join IPT. Individuals who represent government agencies are not eligible to attend this program.

Dues are nonrefundable even if registration to the event is canceled. See [registration form](#). You may also register for the Seminar online at IPT's website, [www.ipt.org](http://www.ipt.org).

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 canceled in writing prior to July 25, 2016, is subject to the entire seminar fee. **All requests for refunds must be in writing**. No refunds for cancellations will be given after July 25, 2016 (5:00 p.m. EDT).

All registrations are to be handled in ADVANCE through the IPT office. If a person registers on site, a surcharge of \$25 will be assessed over and above the regular registration fee.

There is a **substitution charge of \$25** (a substitute must be someone from your company).

*continued on page 10*

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.

**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

### Seminar Materials

Approximately a week prior to the program, materials will be available on-line for access by program attendees. Click the sign-in button on the upper right-hand corner of the home page and log in with your Username (Member ID #) and password; it will take you back to the home page. Click on your name in the top right-hand corner of the home page, then click the "My Participation" tab on your member page where you will see meetings for which you are currently registered. Find **The Northwest Regional Property Tax Seminar** and go to the "Click Here" link on the right under Program Info to view and print available materials.

### Continuing Education Credits

Approximately 7.5 CPE credits are available for full attendance. Each attendee will be able to obtain a copy of his or her scanned attendance (Certificate of Attendance) through the IPT website on the "My Participation" tab approximately two weeks after the end of the program.

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 bar code that identifies that individual. In order to obtain CE credit, each individual must scan his or her bar-coded badge during the first 15 minutes of each session. No credit for the session will be given to attendees who fail to scan their bar-coded badge.

A lost name badge should be reported immediately, or at the break, to the registration desk in order to obtain a replacement. CMLs/ CCIPs will receive hour-for-hour continuing education credits for actual session attendance based upon scanning.

**Recommended Field of Study:** Taxes

**Prerequisites:** Previous tax experience recommended

**Program Level:** Update

**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. Concerns 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.

The Institute files property tax programs with the Texas Department of Licensing and Regulation for property tax consultant continuing education. IPT also files a Continuing Legal Education (CLE) application with the state in which the program is held. Any fee imposed by an individual state based on an individual's credit hours is the responsibility of the individual.

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

**Dress:** Business casual.

### Consent to Use of Photographic Images

Photos will be taken at this event and may be published in IPT publications, multimedia presentations, website, Twitter, LinkedIn and Facebook pages, and other IPT related social media sites. Registration and attendance at, or participation in, IPT meetings or other activities constitutes agreement by the registrant/speaker/attendee to IPT's use and distribution of the registrant's, speaker's, or attendee's image or voice in photographs, videotapes, electronic reproductions, and tapes of such events and activities. Tape recording of sessions is not permitted.

**Institute Policies**

The Institute has a long-standing policy which prohibits any planned hospitality suites or entertaining by individual members for business solicitation purposes. All social events are scheduled by the Institute, and each member's participation in these activities is appreciated. Members attending the Seminar should make every effort to attend each social and business function, thereby supporting the organization. The Institute has a policy prohibiting non-IPT literature and distribution of gifts (except in the event sponsorship locations) and the solicitation of business during the seminar. Use of the program registration lists for business solicitation is also prohibited.

The Institute promotes professional certification, education, ethical practices, and discussion of issues of mutual concern with other tax professionals. IPT does, however, prohibit the solicitation of business at Institute functions. If you feel that you are being solicited, please advise the person soliciting you that his or her solicitation is unwanted. If the behavior persists, please notify the IPT staff immediately so the matter can be directly addressed.

We expect that all attendees will comply fully with these official policy positions of the IPT Board of Governors.

*Thank You to IPT's  
General Program Sponsors  
as of July 12, 2016*

**Karen H. Bauernschmidt Co., LPA**

**Marvin F. Poer and Company**

**Ryan**



IPT 2016  
Northwest Regional Property Tax Seminar  
Committee

~Chair~

**Michelle DeLappe, CMI, J.D., LL.M.**  
*Attorney*  
Garvey Schubert Barer  
Seattle, WA

~Committee Members~

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

**Brigit M. DuBois, CMI**  
*Property Tax Senior Manager*  
Amazon.Com  
Seattle, WA

**Aryn Hansen**  
*Senior Property Tax Accountant*  
Iberdrola Renewables, Inc.  
Portland, OR

IPT 2016  
Northwest Regional Property Tax Seminar  
Board of Governors

~Officers~

President  
**Kellianne M. Nagy, CMI, CAE**  
Sunbelt Rentals Inc.

Second Vice President  
**Rick H. Izumi, CMI**  
ITA, LLC

First Vice President  
**Robert S. Golman, CMI, Esq.**  
Madsen Goldman & Holcomb, LLP

Immediate Past President  
**Margaret C. Wilson, CMI, Esq.**  
Wilson Agosto LLP

~Board of Governors~

**Leslie S. Fisher, CMI**  
E.I. Du Pont de Nemours & Company  
(2014 - 2017)

**David H. LeVan, CMI**  
Wal-Mart Stores, Inc.  
(2015 - 2018)

**Christopher S. Hall, CMI**  
Ford Motor Company  
(2016 - 2019)

**Kenneth R. Marsh, CMI**  
TransCanada Pipelines Limited  
(2014 - 2017)

**Mark S. Hutcheson, CMI, Esq., CRE**  
Popp Hutcheson, PLLC  
(2016 - 2019)

**April M. Nevarez, CMI**  
XO Communications LLC  
(2016 - 2019)

**Rick L. Johnson, CMI**  
Belk Stores Services, Inc.  
(2015 - 2018)

**Carolyn M. Shantz, CMI, CPA**  
Superior Energy Services  
(2014 - 2017)

**Tommy L. Twomey, II, CMI**  
Tesoro Companies, Inc.  
(2015 - 2018)

~Corporate Counsel~

**Lee A. Zoeller, CMI, Esq.**  
Reed Smith LLP

# Northwest Regional Property Tax Seminar

Intel Jones Farm Campus  
2111 NE 25th Avenue  
Hillsboro, OR 97124