

FAIR+EQUITABLE

APRIL 2021 | VOLUME 19 | NUMBER 4

A publication of IAAO on appraisal and appraisal management, within the property assessment industry.

CONFUSING? You bet.

Maine's business personal
property tax investment
incentives are complex,
confusing, and labor intensive | **page 8**

INSIDE 2021 CONFERENCE SCHEDULE RELEASED

Registration and hotel reservations
opens soon for the Annual Conference | **16**

IAAO LAUNCHES NEW LEARNING PLATFORM

Members will experience a more intuitive
platform for courses, live webinars,
recorded sessions, and more | **20**

CONNECTED COMMUNITIES ARE THRIVING COMMUNITIES



Modernize your operations and allow your community to thrive.

Your time is valuable. Antiquated software and paper-based processes make it more difficult to deliver the services and transparency your community deserves.

Imagine implementing tailored appraisal and tax software and services to make operations run smoothly, allowing communities to focus on serving their constituents. Our elite solutions eliminate limitations and deliver the agility and efficiency you need. With Tyler's software and services, communities are thriving.

See what's possible at tylertech.com/appraisal.



8 MAINE'S BUSINESS PERSONAL PROPERTY TAX INVESTMENT INCENTIVES ARE COMPLEX, CONFUSING



12

2020 IN HINDSIGHT

Immediate Past President Amy Rasmussen looks back on an interesting, challenging year, but a year in which everyone at IAAO responded with determination.



14

FIVE EXCELLENT REASONS TO NOMINATE SOMEONE

There are no awards without nominations. That's why we present to you five good reasons to fill out the nomination form.



The statements made or opinions expressed by authors in Fair + Equitable do not necessarily represent a policy position of the International Association of Assessing Officers.

Fair + Equitable is published 10 times a year by the International Association of Assessing Officers, 314 W. 10th Street, Kansas City, Missouri 64105-1616. Subscription rate for members is included in annual dues. Send address changes to: Membership Department, International Association of Assessing Officers, 314 W. 10th Street, Kansas City, Missouri 64105-1616. Send correspondence to the address above.

IAAO.ORG

DIVISIONS

17 IAAO ABSOLUTE

Member News; Calendars, Jobs, etc.

22 IN MEMORIUM

Longtime IAAO members Vicky Davidson Mickiewicz and John Zimpel pass away

COLUMNS

2 OVERVIEW

IAAO President Greg McHenry

4 INSIGHTS

National and international news

6 LEGAL TRENDS

Court validates different tax treatment of interstate, local pipelines



Diversity and inclusion are major topics today, and since we represent jurisdictions across the country and world, diversity can mean different things in different areas.

GREG McHENRY, AAS

IAAO President

If all continues to go well, we will meet in Chicago. Until then, we will continue to connect in virtual meetings.

Each year, as we move into spring after a long winter, everything seems to look and feel better.

The prospect of having many more people immunized by the end of May gives us more encouragement that we will be able to meet in Chicago in late August.

I recently traveled to Chicago with President-Elect Wade Patterson; IAAO Executive Director Debra McGuire, MBA, IOM, CAE; and IAAO Director of Meetings Joe Heeter to look at the Annual Conference site.

There are limitations right now regarding the number of people the Hyatt Regency can permit in ballrooms and meeting rooms, so we will be monitoring registrations to match the numbers allowed by the hotel.

Traditionally, registration picks up in mid-sum-

mer, and I'm hopeful the regulations in place will accommodate all those who want to attend in person.

If all goes well, we will meet in Chicago. Until then, we will continue to connect in virtual meetings.

IAAO recently hosted an online Town Hall from the new video production studios at IAAO, sponsored by Tyler Technologies, and more than 200 people took part.

If you missed the Town Hall, the video is available at www.iaao.org/townhall21, and I encourage you to watch.

During the Town Hall, Debra and I updated members on recent association activities and plans for 2021 and beyond. We discussed strategic planning efforts, delivered updates on committee and task force activities, and reviewed the status of IAAO meetings, membership, and education efforts.

PRESIDENT

GREG MCHENRY, AAS president@iaao.org

PRESIDENT-ELECT

L. WADE PATTERSON presidentelect@iaao.org

VICE PRESIDENT

PATRICK ALESANDRINI, CAE, RES vicepresident@iaao.org

IMMEDIATE PAST PRESIDENT

AMY RASMUSSEN, RES, AAS, FIAAO pastpresident@iaao.org

BOARD OF DIRECTORS

BRIAN GAY brian.gay@iaao.org

DAVID HARPER, AAS david.harper@iaao.org

WILLIAM HEALEY, RES william.healey@iaao.org

G. CECIL JACKSON JR., RES, AAS cecil.jackson@iaao.org

DINAH L. KILGORE dinah.kilgore@iaao.org

MARCY MARTIN, AAS marcy.martin@iaao.org

DAVID BRIAN SANFORD, CAE david.sanford@iaao.org

TERRY TAYLOR, CAE, RES, AAS terry.taylor@iaao.org

DONNA VANDERVRIES, CAE, AAS, PPS

donna.vandervries@iaao.org

WILLIAM BIRKLE, AAS william.birkle@iaao.org

EXECUTIVE DIRECTOR

DEBRA MCGUIRE, MBA, IOM, CAE mcguire@iaao.org

EDITORIAL REVIEW BOARD

LAUREEN BIRDSALL, CAE, ESQ.; PAUL BIDANSET; LARRY J.

CLARK, CAE; MARGIE CUSACK, FIAAO; DAVID GINSBORG;

LISA HOBART, CAE, PPS, FIAAO; KERRY LEICHTMAN; JOSH

MYERS; HEATHER POORE, AAS, RES; JEFF SPELMAN, CAE;

JOAN YOUNGMAN, ESQ.

PUBLICATIONS MANAGER

KEITH ROBISON robison@iaao.org

EDITOR

SANDRA PATTERSON iaaoeditor@sbcglobal.net

SUBSCRIPTIONS

Subscriptions to *Fair+Equitable* are complimentary for members of the International Association of Assessing Officers. For information on becoming a member, contact the Membership Director, at 816-701-8100 or membership@iaao.org. Further information is also available at IAAO.org.

ADVERTISING

For display advertisements, download individual advertising contracts at IAAO.org in the publications menu. Advertisements appearing in *Fair+Equitable* are paid and do not imply endorsement by IAAO of the products or services advertised.

EDITORIAL SUBMISSIONS

Send a Word file of your manuscript to Keith Robison, robison@iaao.org. A letter stating that the paper has neither been published nor is under consideration elsewhere must accompany the submission.

REPRINTS

Written permission must be obtained for reproduction or use of contents.

HEADQUARTERS

**International Association
of Assessing Officers**

314 W 10th Street

Kansas City, Missouri

64105-1616 USA

816-701-8100

800-616-4226

816-701-8149 (fax)

IAAO.org



We aren't looking to see that all jurisdictions are the same, but would like to see jurisdictions represent the communities they serve.

We also reviewed how the association has dealt with challenges raised by COVID-19 in delivering products and events to the membership and the impact on the association going forward.

We have been delivering many of our products online and have been looking at ways to increase and improve our offerings.

We decided last year that we needed an improved, dedicated space to handle our video efforts, and in November the IAAO Board of Directors approved funding for a studio. I would like to again thank Tyler Technologies for its 2021 sponsorship of the IAAO Studios.

We have many uses planned for the studio, from Town Hall meetings and webinars, educational course production and presentation, to taping or broadcasting to chapters, affiliates, and industry meetings.

In February, IAAO gave a live presentation to the Alabama Chapter of IAAO and taped messages for the Texas Association of Appraisal Districts, the GIS/Valuation Technologies Conference, and Tyler Connect.

We also hosted two webinars from the new studio and are already working on tweaks to the space.

Based on all the positive comments received, we are looking at offering more Town Halls conversations. The Board of Directors and the team at IAAO Headquarters in Kansas City receive many questions about the Association, and the Town Hall format allows us to provide that information to a greater audience.

We understand that in today's challenging budgetary environment IAAO must continue to show you our value to retain you as a member.

We're undertaking many projects to do that, including education, where we have worked to make sure more courses are available to more people.

We've also changed our volunteer process, allowing more members to serve, and in more ways.

We have more task forces today, ranging from Artificial Intelligence to Diversity and Inclusion, and from Standards to the Women's Initiative Group.

Diversity and inclusion are major topics today, and since we represent jurisdictions across the country and world, diversity can mean different things in different areas.

While we aren't looking to see that all jurisdictions are the same, we would like to see jurisdictions represent the communities they serve.

As part of that effort, we are asking members later this spring to update their IAAO profiles to provide additional information about themselves so we can better see who IAAO is and how we can better serve all of our members, as well as increase our outreach to underserved constituencies.

Just as assessors need to collect data to render fair and equitable assessments, IAAO as an association needs more data on members to better serve, uphold the worth, and ensure inclusivity of our diverse membership.

I hope the Town Hall, and these columns, go a long way toward answering your questions.

If you have a question that has not been covered, feel free to contact me, Debra, or any member of the Board of Directors.

MARYLAND

Lawmaker wants to end property tax breaks for country clubs

A Maryland lawmaker wants to remove tax caps on golf course land across the state, arguing that those tax breaks are “contrary” to a fair tax system.

House Bill 1120, introduced by Del. Gabriel Acevero (D-Montgomery), is the legislature’s latest attempt to repeal longstanding property tax breaks for golf courses and country clubs.

Acevero’s proposal would put an end to 10-year agreements with the State Department of Assessments and Taxation that allow golf course or country club land to be assessed at \$1,000 per acre. Acevero argues the special use assessments send the wrong message to Maryland taxpayers by giving “special treatment” to country clubs.

“It is contrary to a fair and equitable tax system,” Acevero said.

Acevero’s proposal would mean a \$4.8 million boost in local property tax revenues across the state, according to a Department of Legislative Services analysis of the bill.

Patrick Hogan, a former state senator and lobbyist for country clubs, pushed back on the proposal.

He said that the legislature already enacted a phased increase of tax assessment for country clubs in last year’s budget.

That budgetary change means country clubs will already see their special use assessment increase from \$1,000 to \$5,000 over a three-year period.

“A bill like this really in many ways violates that agreement,” Hogan said.

Based on that amount of land and its value, analysts estimated that the state’s annuity bond fund revenues would increase by roughly \$445,100 starting in the 2022 fiscal year if the special assessments are repealed.

While the state increased the special use assessment as part of the 2020 budget, similar attempts to curb the assessment have failed in the legislature in previous sessions.

— Bennett Leckrone | www.marylandmatters.org

THE BAHAMAS

Economist warns against Bahamian property tax forgiveness program

A leading accountant cautioned against the possible “moral hazard” of effectively rewarding delinquent taxpayers through real property tax amnesty programs.

On Monday, Prime Minister Hubert Minnis announced in Parliament that the government is providing Bahamian property owners with up to a 50 percent discount on real property tax arrears.

Gowon Bowe, chief executive officer of the Fidelity Group, said, “There is moral hazard we have to be careful about creating and I have often heard persons say that if they run up bills or haven’t been paying, they are going to wait until a tax amnesty is put in place because sooner or later, the government is going to give some amnesty.”

Bowe also said: “We have had similar amnesty periods multiple times in the past two decades and ultimately it is one that is somewhat contradictory in that it is rewarding delinquent payers by giving them a discount while there are persons paying on an annual basis and not receiving the same benefit.”

Minnis said that for Bahamian property owners, the government will waive 50 percent of the amount of unpaid arrears for more than 180 days on such property, including overdue tax and accumulated surcharges, where full payment of all amounts due and payable is made on or before May 31, 2021.

— ewnews.com

UNITED STATES

Americans are still on the move

One in three Americans plans to move in the next 12 to 18 months or is undecided about staying in their current residence, according to the latest results from Pitney Bowes’s weekly BOXPoll.

Gen Z adults, millennials and city residents are most likely to move, according to BOXPoll. Additionally, one-third of all movers say they want to relocate to densely populated locations.

“Work-from-home policies are becoming more prevalent and more permanent for many Americans. That means where they choose to live is less dependent on who they work for than ever before,” Gregg Zegras, EVP and president of Global E-commerce at Pitney Bowes, said in prepared remarks.

“This change is inspiring many individuals to move, or to think about where they want to live in a new context.”

There is little doubt that the rise of work from home during the pandemic is driving more migration. The WFH experiment of the past year has given rise to a so-called “untethered class” of workers who hold remote positions and are unencumbered by homeownership or family obligations, a report from ApartmentList suggests.

These workers are highly educated, high-earning, and “on the precipice of settling down” at a median age of 32.

They rent their homes, live alone or with a spouse who is either not working or who is working in a remote-friendly occupation, and they have no school-age children. They are also more likely to live in a state other than where they were born. ApartmentList suggests this new untethered class consists of 8.7 million workers, or 5.6% of the total American workforce.

While Pitney Bowes says many people want to relocate to less populous areas, the narrative around the move to the suburbs may be oversold, according to a report from RCLCO.

The report shows that suburban apartments outperformed urban ones in 2020. While COVID-19 impacted suburban markets, they were not as affected as their urban counterparts. But the RCLCO report notes that suburban apartments experienced approximately 2% rent growth in 2020, compared to 3.5% the year before.

And while suburban markets were more broadly stable than urban ones in the US last year, there’s a great deal of differentiation across cities. Metros like Atlanta, Tampa, Dallas and Charlotte are all high-migration markets where newcomers chose both urban and suburban locations, “belying the flight to the suburbs story,” the report states.

— globest.com

Fostering Trust between Taxpayers and Government with ArcGIS® HubSM

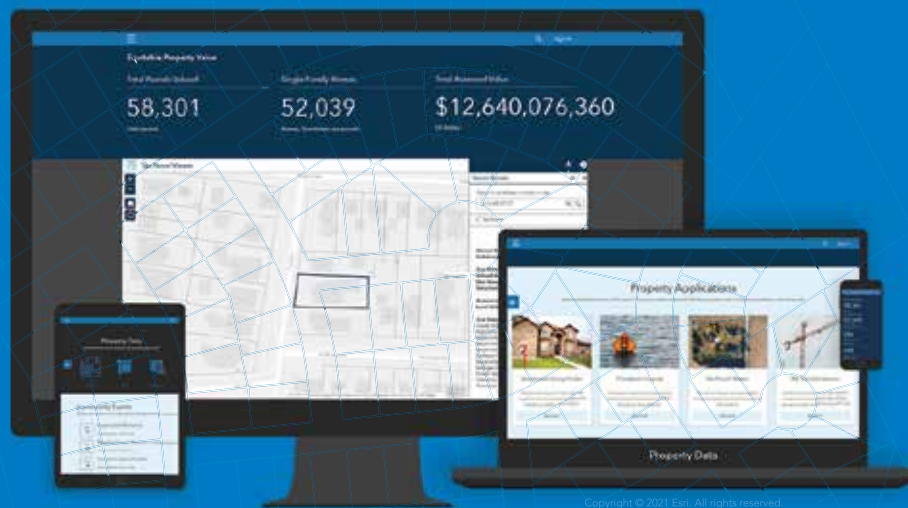


ArcGIS® HubSM is a cloud-based software as a service (SaaS) solution that empowers government organizations of all sizes to

- Reduce phone calls and taxpayer inquiries.
- Deliver a streamlined, web-based process to respond to appeals.
- Enhance taxpayer understanding of the assessment process and property taxation.
- Deliver self-service apps and maps for questions that once required an in-person visit.
- Improve public and government access to property information.

Modernize how you deliver property information to your community.

Visit go.esri.com/Hub-EPV to download your free e-book.



Copyright © 2021 Esri. All rights reserved.

BY SANDRA PATTERSON

Tennessee court validates different tax treatment of interstate, local pipelines

An interstate pipeline company has lost another round in its long-running constitutional challenge to Tennessee's real property assessment statute.

The company claimed the statute was unconstitutional as applied because it assessed its petroleum pipelines as real property, but those on refinery and factory grounds were considered tangible personal property.

The Tennessee Court of Appeals ruled that the disparate treatment was justified because the company's interstate pipelines met the statute's criteria, but the local, on-premises pipelines did not.

The company previously failed to convince the courts that the statute was unconstitutional as written.

A 2016 decision determined that the statute passed constitutional muster.

In Tennessee, interstate pipelines are considered public utilities. They are classified as real property by law and are valued at the state level.

Pipelines on industrial property are viewed as personal property and are valued by county assessors.

The classifications can make a big difference in the tax bill.

Interstate pipelines considered real property are assessed at 55% of value. If classified as personal property, they receive an additional 15% reduction.

The court explained that equal protection does not require absolute equality, but it does call for persons who are similarly situated to be treated alike. Legislatures are given considerable latitude, however, in determining what is the same and what is different, the court said.

Here the legislature determined that pipelines that were "permitted or authorized to be built, laid or placed in, upon or under any public or private street or place" would be defined as real property.

Pipelines that do not require authorization or permission for construction

would be classified as personal property.

When the company built its pipelines, it obtained easements from property owners along the route.

These easements constitute an "act of approval," the court said, that permits the company to use private land.

Pipelines at a manufacturing plant, on the other hand, are on land the factory owns.

Therefore, the pipeline does not require legal permission to be built and it does not qualify as authorized or permitted as the statute requires, the court stated.

The controversy over how interstate pipelines should be classified has been going on for decades in Tennessee.

For more than 25 years, interstate pipelines were assessed as real property. When the extra 15% reduction for centrally assessed personal property was first applied in 1997, a group of interstate pipeline operators, including the company in the current case, challenged the real property designation.

The Tennessee Court of Appeals ruled in 2002 that pipelines were personal property and not fixtures because neither the landowners nor the pipeline companies intended the pipelines to become a permanent part of the site.

Even though the pipes are buried



three feet underground, the court said, they remain within the "complete dominion and control" of the pipeline company and could be moved whenever the company wanted.

If an item is intended to be removed

at the discretion of the owner, it cannot be considered a fixture, the court said.

In response to that decision, the state legislature in 2004 added pipelines to the definition of real property in the classification statute. The litigation over the constitutionality of that change, both as written and as applied, has been in the courts ever since.

Whether the statute was constitutional as written was settled by a Chancery Court decision in 2016. The court determined that the definition of pipelines as real property didn't interfere with interstate commerce because the definition didn't differentiate based on local or interstate interests.

The statute didn't violate constitutional equal protections, the court held, because interstate and local pipelines are not similarly situated and there is a rational basis for treating them differently.

The piping on factory grounds is closely connected to the work of the manufacturing plant, the court explained, and is not the same as an interstate pipeline that is intended to carry petroleum products through 13 states.

"Although there may be some unfairness in having court victories taken away by legislation," the Chancery Court wrote, "the legislature has broad taxing authority and the reclassification has a reasonable relationship to a legitimate state interest."

When personal property is closely associated with real property, there is a rational basis for attempting to maximize tax revenue by reclassifying it as real property, the court stated.

(Colonial Pipeline Company v. Tennessee State Board of Equalization, Court of Appeals of Tennessee at Nashville, Nos. 123390, 117550, 120567, January 25, 2021; Colonial Pipeline Company v. Wilson, Tennessee Chancery Court, 12th Judicial District, Case No. 05-478-IV, July 29, 2016; ANR Pipeline Co., Colonial Pipeline Co., Columbia Gulf Transmission Co., et al. v. Tennessee Board of Equalization, Court of Appeals of Tennessee at Nashville, Nos. M2001-01098-COA-R12-CV and M2001-01117-COA-R12-CV, December 19, 2002; Public Acts of 2004, Chapter 719)

Court: Disposing of harbor sludge is not transporting freight

A marine construction and dredging firm, contracted to deepen a California harbor, was not in the business of transporting goods when it carried the sludge from the harbor bottom to the designated disposal site.

The California Court of Appeal ruled that the removal was part of the company's dredging services, not separate transportation services.

The distinction was important to the company because vessels over 50 tons involved in transportation of freight are exempt from property taxes.

The appeal involved four dump scows, four barges, and two tugboats in one tax year, and four dump scows and two tugboats in the next.

The tugboats were included as freight transportation vessels because the scows and barges don't have motors to move on their own.

A company representative testified that the firm's contract required it to transport material dredged from the harbor to one of two dumping sites.

It took about 18 hours to fill up a scow and another 8 to 12 hours to drag it out to sea to the designated disposal location.

The representative claimed that because the vessels were hired to transport the sludge away from the harbor, the material was considered freight.

The court said the term, freight, doesn't cover any property transported by a vessel.

The definition implies that cargo is being delivered into "the stream of commerce," the court said.

This notion corresponds to the initial intent of the exemption, passed after the opening of the Panama Canal, which was to encourage commercial shipping and help California ports compete with those in states that already offered this tax benefit.

Although the courts have expanded the exemption beyond ocean-going ships to fishing boats and intrastate commerce, these vessels all have in common that they have been hired to deliver someone's goods.

To qualify as freight there must be a consignor and a consignee, the court said.

Here, the company's customer doesn't qualify as a consignor because it doesn't own the sludge scraped from the harbor bottom that the company's vessels are hauling away.

There is no consignee because no third party receives the material when it arrives at the disposal site.

Rather, evidence shows that the scows and barges were transporting the sludge so they could be emptied and then filled up again as the dredging work continued, the court said.

Delivering the sludge to the disposal site was merely a byproduct of, and incidental to, the dredging work the company was contracted to perform, the court said.

The company was hired for its dredging services, not for transportation services.

(Manson Construction Company v. County of Contra Costa, Court of Appeal of California, First District, No. A159144, November 2, 2020)

Confusing? You bet.

Maine's business personal property tax investment incentives are complex, confusing, and labor intensive.

BY BILL BRUNELLE

Legislatures across the United States have historically used tax laws to entice businesses to reinvest profits with targeted tax relief programs.

When those laws affect property tax, municipal assessors become involved in the administration of these programs.

Maine has attempted to achieve the goal of business reinvestment through personal property tax reimbursement and exemption programs.

The results have been mixed.

The Maine State Legislature enacted several laws that give businesses a break on their investments through



adjustments to the state sales and income taxes, and to the municipal property tax.

Two of the laws that impact property taxes are the Business Equipment Tax Reimbursement (BETR) program and the Business Equipment Tax Exemption (BETE) program.

Both programs reward businesses for buying personal property for use in Maine.

BETR (pronounced “better”) was enacted in 1995. This program reimburses businesses for property taxes paid on all eligible items during their first 12 years of service beginning in 1995.

To keep municipalities from losing a source of revenue, under the BETR program businesses continue to pay property taxes to municipalities and then apply to the state for reimbursement.

By restricting the reimbursement period to 12 years, the benefit to businesses is limited unless they replace personal property after the 12-year cycle.

This reimbursement schedule was designed to create an ongoing incentive for businesses to reinvest profits in new equipment, thereby generating sustained economic activity.

To receive a reimbursement, a business must apply between Aug. 1 and Dec. 31 following the year in which the property taxes were paid.

The municipal assessor must verify all reimbursable property as part of the application process.

The state processes the application and sends a reimbursement payment to the business within 90 days.

For example, a business that pays tax in 2020 may apply for reimbursement between Aug. 1 and Dec. 31, 2021 and will generally receive reimbursement from the state by the end of March 2022.

The program has met with mixed success.

Within a few years of the law’s enactment, investment reached a level where the state was paying more than \$60 million annually to about 2,000 businesses.

The payout could be much higher.

Maine has attempted to achieve the goal of business reinvestment through personal property tax reimbursement and exemption programs. The results have been mixed.

According to the U.S. Small Business Administration, 150,000 businesses operate in Maine.

Maine Revenue Services, the state taxing authority, is unable to discover how many of those businesses would qualify for BETR reimbursement, but it is certainly more than the 2,000 which apply.

The complicated paperwork ...

Determining what property qualifies is complex.

Certain types of businesses, such as public utilities and cable television companies, are excluded from participating in the program, as are certain types of personal property, such as gambling devices and office furniture.

The program is also an easy target when state budgets are tight.

Reimbursement rates, ordinarily 100% of taxes paid on eligible equipment, are sometimes temporarily adjusted downward by the Legislature to as little as 80% of taxes paid.

These adjustments have led businesses to the opinion that the program can’t be relied on when making investment decisions.

To municipal assessors, their role in processing the paperwork is onerous.

Verifying qualified property is a time-consuming task.

Businesses sometimes submit lists of property that include ineligible equip-

ment as well as property that hasn’t been taxed, leaving it to the assessor to sort it all out, and forms are often filled out improperly or are incomplete.

Karen Scammon, assessor for the City of Auburn, sums up the assessor role in applications, saying, “Right now, the process is just too much.”

From ‘better’ to ‘Betty’

In 2006, as the 12-year period of initial BETR reimbursement was approaching, the Maine Legislature decided to adjust this process of rewarding investment.

Intended as a replacement to BETR, the Legislature enacted the BETE (pronounced “Betty”) program.

In general, BETE targets the same business personal property that qualifies for BETR, but beginning with property placed in service in 2007.

As the name implies, rather than reimbursing businesses for property taxes paid to municipalities, the BETE program exempts new personal property purchases from assessment.

This new program exempts businesses from paying tax on eligible property rather than paying and later applying for reimbursement as occurs under BETR.

Municipalities, however, lost a source of revenue from property that is now not taxable at all, and assessors are tasked with the paperwork for another program.

Fortunately for municipalities, the



Lobster boats are lined up along a commercial dock in Portland Harbor to load traps for the day on the water.

Maine Constitution contains a provision to partially offset revenue lost due to mandates enacted by state law.

Any law enacted by the Legislature after April 1, 1978, that restricts or eliminates a source of municipal revenue, carries a requirement for the state to reimburse municipalities at least 50% of that lost revenue.

The BETE program, while largely targeting the same property investments, does not completely cover all property reimbursable under the BETR program.

The BETE program exempts proper-

ty placed in service beginning in 2007, leaving the otherwise qualified property purchased between 1997 and 2007 unqualified for the newer program.

Property in a TIF district is reimbursed at 100% if the TIF was enacted before 2007 and at 50% if it was enacted after 2007.

Additionally, certain retail property that qualified for BETR, but not for BETE, is now fully taxable.

The Legislature patched these problems by expanding the 12-year reimbursement period for BETR property and

allowing some retail property purchased after 2007 to continue to qualify for BETR.

Confusing? You bet.

But is it working?

Because the BETR reimbursement period is extended indefinitely and the BETE program doesn't apply to all of the same property, the two programs coexist, albeit uncomfortably and with a level of complexity that makes them more difficult for businesses and assessors to understand and administer.

Because the BETR reimbursement period is extended indefinitely and the BETE program doesn't apply to all of the same property, the two programs coexist, albeit uncomfortably and with a level of complexity that makes them more difficult for businesses and assessors to understand and administer.

The Property Tax Division of Maine Revenue Services has provided some guidance and clarity by publishing instructional bulletins on each program.

Still, individual cases can sometimes fall into gray legal areas and assessors often look to the state for help in determining eligibility.

The Maine Office of Program Evaluation and Government Accountability (OPEGA) recently conducted a study to evaluate the effectiveness of the BETR and BETE programs.

In February 2020, they released their findings in a 48-page report.

The report found that, while the programs reduce the cost of business personal property investment, other



Chris Huff

benefits of the programs are unclear.

The general sentiment among business owners interviewed by OPEGA is that BETR and BETE's tax reduction incentives do not significantly influence property purchase decisions.

OPEGA found that "purchase decisions are influenced primarily by business and market considerations rather than personal property taxes."

One of the goals of the BETR and BETE programs was to encourage increased investment in Maine.

The OPEGA report found this goal unmet, concluding, "The design of the BETR and BETE programs include no elements that promote increased capital investment."

In the report's conclusion, OPEGA found that, "all of the complexities in determining the eligibility of assets make claiming reimbursement under BETR or BETE more time and resource intensive, for businesses and municipalities, respectively."

Maine's current business personal property tax investment incentives are complex, confusing, and labor intensive.

And while the programs undoubtedly

reduce the cost of property investment in Maine, it appears as though most of the qualifying investment is made based on needs other than tax considerations.

Additionally, with the paperwork required, assessors, businesses, and state officials put in a lot of effort administering the programs.

Chris Huff, assessor for the City of Portland, captures the mood of many assessors, especially those in larger municipalities.

"For at least three months each year, a majority of our office staff are working on nothing but the processing, mailing, and administration of personal property."

The Maine Legislature's goal – tax relief as incentive for reinvestment in business equipment – was principled and worthwhile.

Business investment is one of the drivers of a robust economy, which benefits the entire state.

Encouraging a thriving economy through implementation of business tax incentives, however, can sometimes be difficult.

The problems with the BETR and BETE programs, if nothing else, underscore the complexity in achieving beneficial goals.



BILL BRUNELLE, CMA-3, is an analyst with the Property Tax Division, Maine Revenue Services.

PLAN NOW TO ATTEND THE



IAAO CONFERENCE + EXHIBITION

EMBRACING CHANGE

August 29 - September 1 ▶ Chicago, Illinois

The IAAO Annual Conference is the premier platform to share successes, discover best practices, and learn from expert colleagues the latest research in the field of property appraisal.

This year offers nearly 80 educational sessions, multiple networking opportunities and events, and a varied exposition to equip assessment professionals with the tools needed to succeed.

PLENARIES INCLUDE:

▶ **COVID-19 Pandemic Impact on Real Estate Values and Valuation Methodology**—The Coronavirus Pandemic erupted on the real estate industry with far ranging impacts. Based on findings of recent studies in office, retail, and hotel markets, this presentation will detail the impacts including shifting investor property and geographic preferences and changes in cap rates and square foot prices.

Presented by: Peter F. Korpacz MAI, CRE, FRICS, Korpacz Realty Advisors, Inc and Vivian M. Wilhoite, Metropolitan Government of Nashville & Davidson County

▶ **How To Fix An Assessor's Office (And Not Lose Your Mind Trying)**—The Cook County Assessor's Office has faced intractable problems: how can it update an outdated mainframe system, make its operations more accessible, and restore public trust in a system plagued by historic inequity? The leadership team presents their roadmap of reform based in fairness, ethics, and transparency.

Presented by: Fritz Kaegi MBA, Cook County, IL and Sarah Garza Resnick Esq, Cook County, IL

WATCH FOR CONFERENCE REGISTRATION TO OPEN SOON!

Reserve your hotel room today at www.iaao.org/conference

Five good reasons to nominate someone for an IAAO award

BY MARCO KUIJPER

The IAAO's Awards Program plays a vital role in our association and consists of 19 categories recognizing individual and organizational achievements.

During the Annual Conference, members and non-members can receive an award for their distinctive work in property appraisal, assessment administration, property tax policy, and related disciplines.

To be eligible to receive an award, a nomination must be submitted to recognize your work. So, it is important to nominate colleagues, organizations, or yourself for an award. There are no awards without nominations.

That's why we present to you five good reasons to fill out the nomination form. The deadline is May 1, and can be submitted at www.iaao.org/Awards.

1. IT IS ONLY A SMALL EFFORT

It is simple to nominate someone. If you go to the IAAO website and follow the instructions of the automated online application form, it takes only a little time. It is really easy.

2. IT IS GOOD FOR IAAO

The awards program is important for IAAO as an association of professionals.

The awards program makes it possible to positively distinguish yourself within the association.

This has a lot of positive effects and will, for instance, encourage newer colleagues to become IAAO members.

3. IT IS OF GREAT IMPORTANCE FOR OUR PROFESSION

Nobody will disagree that we must constantly try to modernize our industry.

The importance of adapting our work to what society expects of us must not be forgotten and is an integral part of what we do.

If you nominate a colleague for an award, you encourage him or her to continue with the good work he or she is doing. This almost always has to do with new developments or with special achievements.

These things are always beneficial for our industry.

4. IT IS GOOD FOR YOUR KARMA

By considering nominating someone, you focus on new developments and the achievements of others.

This allows you to do your own work better.

The performance of others can also stimulate you to start with something new or to continue with what you are doing.

2021 Membership Recognition Task Force

- Manny Gallegos, Chair
- Tiffany Boyle
- Marco Kuijper
- Jay Taranto
- Gary Townsend

And, of course, nominating someone is also good for your karma.

5. IT IS AWESOME TO GET NOMINATED

And of course, it's great for the nominee!

This is by far the most important reason to nominate someone. Don't underestimate the power that comes from getting recognition from your colleagues.

Visit the IAAO website to learn more about [IAAO's Awards Program](#) and the 17 different awards that can be presented annually. And if you know someone, or an organization, who deserves an award, do not hesitate to fill in a [nomination form](#).

If you have questions or comments about anything concerning IAAO's award program, reach out to one of the members of the Membership Recognition Task Force.

IAAO Award categories

INDIVIDUAL MEMBER AWARDS

- Clifford B. Allen Most Valuable Member Award
- Matylda Zurowska Hudak Member of the Year Award
- Emerging Professional Award
- Ian W. McClung Global Award
- Professional Development Lifetime Achievement Award
- Instructor of Excellence Award
- Verne W. Pottorff, CAE, Professional Designee of the Year Award

- Kenneth J. McCarren Award
- Stacey Ford Award
- Harry Galkin Award

JURISDICTION/CHAPTER/AFFILIATE AWARDS

- Distinguished Assessment Jurisdiction Award
- Public Information Program Award
- Outstanding Chapter/Affiliate Award

WRITTEN COMMUNICATION AWARDS

- Bernard L. Barnard Outstanding Technical Essay Award
- John C. Donehoo Essay Award
- John A. Zangerle Award

ACHIEVEMENT AWARDS

- James A. Howze, CAE, Distinguished Research and Development Award
- Rosalyn Johnston Award
- Virginia Cup



Immediate IAAO Past President Amy Rasmussen

2020 in hindsight: the year in review

“Hindsight is 20/20” means it is easier to analyze and evaluate a situation when we are looking back on it rather than when we are in the present situation.

Even though I don’t believe we are completely through the pandemic ... what a difference a year makes!

Last year at this time, I wasn’t sure where we would end the month, much less the year. To say I was nervous is an understatement.

The following is a recap of a most interesting and challenging year, but a year in which everyone at IAAO – the Board of Directors, the staff, and our members – responded with determination to do what we had to in order to keep the association moving forward.

As you will recall when the year began, there were reports of a mysterious virus spreading around the world.

However, few of us could understand the degree of impact the COVID-19 virus was going to have globally.

By mid-March it was clear that our

world was about to become a very different place to live and do business, and the Board of Directors and IAAO staff knew this was going to have a major impact on IAAO.

Every business had major employment and financial decisions to make, and IAAO was no different.

We were anticipating the cessation of education revenue, the high likelihood that we were not going to be able to provide in-person meetings, conferences or seminars, and the requirement for the staff to work remotely, following an order by the Mayor of Kansas City.

In the beginning of the crisis, the Executive Committee met weekly to review our options.

The IAAO staff went above and beyond to find new ways to deliver our core education as well as webinars focused on doing business during a pandemic.

We are fortunate that IAAO was well prepared for such an event. We had already begun moving courses online, updating the internet access at the

office, and testing and using new video platforms.

When we were required to go remote, IAAO was online the very next day with staff working from home and responding to member needs as if staff members were in the office.

While many associations furloughed or laid off employees, it was important to the Board of Directors that we retain all staff.

Initially, they had to take a pay cut until we saw our revenue stabilize, but I am pleased to report that by the end of the year, we were able to reinstate all of their lost income and we didn’t have any layoffs. IAAO also benefited from receiving Paycheck Protection Program funding.

Despite the trying times, IAAO found creative ways to deal with the crisis and maximize our offerings.

IAAO’s revenue comes from what we refer to as our ‘three-legged stool’ – education related revenue, membership revenue and conference/seminar revenue.

EDUCATION

Before the pandemic, IAAO had been expanding the number of online courses, and the manner in which they were offered, as there were only two options to take our courses.

The main option was to sign up through a coordinator who offered an in-person course. The second option was through online courses, which were in the format of group classes or independent study.

The necessity to offer more to our members at this critical time moved more courses online, created a self-study version of those courses, and “live online” versions as well.

By the end of 2020, 64% of all the IAAO courses taught were conducted via the “live-online” format.

As part of this effort, IAAO also worked with coordinators to assist in setting up their own live versions of courses. We all learned to live on Zoom in 2020!

IAAO courses play an important role for students in advancing their careers and assisting in achieving a designation.

More than 70 designations were awarded in 2020 and 146 new candidates signed up to work towards a designation ... it must have been all that free time everyone had!

In addition to courses, IAAO offered personalized training through screen sharing and video conferencing on R software, and a number of free and paid webinars covering a wide range of subjects, including mass appraisal modeling, COVID-19, and the financial market.

CONFERENCES/SEMINARS

The second leg of the stool is our conference and seminar revenue, and the pandemic forced IAAO to make many adjustments in this area.

Unfortunately, we had to cancel several of our smaller offerings.

After discussions with URISA, we jointly decided to cancel the GIS/Valuation Technologies Conference in March.

Additionally, we made the difficult decisions to cancel the Emerging Leadership Summit, the International Research Symposium, and the Prep & Trial Seminar.

We were hopeful that the Legal



Ron Worth and Debra McGuire

Seminar would be offered in-person in December, but a resurgence of the virus prevented that.

Even though we had to cancel those events, the Board of Directors understood the desire of our members to have an Annual Conference, and shortly after IAAO went remote, we started researching ways to offer the conference on a virtual platform.

Once Denver notified IAAO that the Convention Center would not be available, the work commenced on creating a completely virtual conference.

We were pleased to see more than 1,250 people in attendance, and more than 250 first-time attendees.

The silver lining to offering a virtual component to our Annual Conference was being able to reach members who may not be able to attend in person.

I know a virtual conference is different, but I believe we were able to make the event as close to an in-person event as possible.

We offered an opening night networking event, a wide selection of sessions presented by 120 speakers, 60 hours of continuing education credits, an exhibit hall, and other networking opportunities.

We are hopeful that the 2021 conference will be in-person in Chicago, but the success of the 2020 virtual conference has led us to look at offering a limited virtual component this year for people who only need a few CE credits or are unable to make it to Chicago.

Regardless of when we return to an in-person conference, I think some sort of virtual component is here to stay.

MEMBERSHIP

Despite the pandemic, IAAO was able to increase its membership during 2020.

While most members had renewed by the time the pandemic hit, IAAO saw an increase in retention rates and saw overall membership increase from 8,386 to 8,648.

Those members represented 2,200 assessment jurisdictions in 29 countries.

Also, we had more than 300 members apply to serve on committees or task forces again in 2020.

Several years ago, the Board revised our committee structure by permitting mission-specific task forces to focus on individual projects during a set period of time, which has allowed more members to be involved.

The changes at IAAO did not end there!

Executive Director Ron Worth, CAE, FSMPS, FAIC, retired in September and Paul Welcome, CAE, FIAAO, and a past IAAO president, stepped in as interim Executive Director.

We wish Ron well in his much-deserved retirement and thank Paul for his service to IAAO during this time of transition.

IAAO established a Task Force as part of the search for a new Executive Director and reviewed more than 100 applications and conducted initial interviews with candidates.

The Board of Directors then interviewed the finalists in November, and we are fortunate to have Debra McGuire, MBA, IOM, CAE, join us as our new Executive Director in January of 2021.

While the year may not have been what any of us expected, and unfortunately there were items I had hoped we would accomplish that simply had to be put on the back burner, I believe we learned a lot, we made great strides, and are better prepared for the future!

Looking back on the year in the rear-view mirror, I am pleased to say that IAAO did a phenomenal job in dealing with an unexpected crisis.

You need to know that it was a complete team effort!

Thanks to astute actions taken by the Board, the dedication of our committees and task forces, the creation and implementation of new initiatives by the prodigious team at IAAO Headquarters, and the unwavering support of IAAO members, 2020 ended up a successful year, in spite of COVID-19.

Have you ever wondered where the articles for **FAIR+EQUITABLE** come from?

YOU!

IAAO members contribute over 50% of cover stories for F+E.

Would you be interested in writing a cover or interior article for *F+E*? We currently have openings for two articles on assessment or management topics in each issue. Please submit your article ideas to Keith Robison at robison@iaao.org.



IAAO
INTERNATIONAL ASSOCIATION
of ASSESSING OFFICERS
Valuing the World



2021 ANNUAL CONFERENCE SCHEDULE

Note: The following schedule is subject to change. Please check the conference webpage for the latest information at <https://researchexchange.iaao.org/conference2021/>.

(Exhibitor Solutions sessions will not provide CEUs.)

Conference registration, including registration for events and hotel room reservations starts in April.

Registration for members will be discounted at \$645 until July 16, and then \$770 until Aug. 13. The on-site member rate will be \$895. Nonmember registration fees will be discounted at \$845 until July 16, then \$970 until Aug. 13. The nonmember on-site rate will be \$1,095.

Monday, Aug. 30

1:15 p.m. - 2:15 p.m.

COLLECTING AND MAINTAINING PROPERTY DATA

▶ Executing a Strategic Plan Using Mobile Technology – Hall County Georgia

- Steve Watson, Hall County, Georgia
- Daniel Anderson, Data Cloud Solutions LLC

APPRAISING PROPERTY

▶ Hotel Condo Rental Income - Intangible or Real Property?

- Peter Korpacz, MAI, CRE, FRICS, Korpacz Realty Advisors Inc.
- Ryan Kane, Eagle County, Colorado

▶ Meeting the Challenge of Land Valuation in Developed Communities – International Experiences

- Ron Rakow, Lincoln Institute of Land Policy
- Aleksandrs Elkins, Latvian State Land Service
- Risto Peltola, National Land Survey, Finland

Tracks

- ▶ Appraising Property
- ▶ Collecting and Maintaining Property Data
- ▶ Developing and Managing Cadastral Data
- ▶ Leading and Managing the Assessment Office
- ▶ Managing Complaints and Appeals
- ▶ Managing Public Relations and Communications
- ▶ Oversight and Compliance Review
- ▶ Working within the Legal Framework
- ▶ Exhibitor Solutions
- ▶ Future Trends

LEADING AND MANAGING THE ASSESSMENT OFFICE

▶ Finding New Blood

- Amy DeHaan, Charter Township of Garfield, Michigan

▶ “The Journey Is the Reward” Milwaukee’s Quest for Technology Enhancements

- Steven Miner, Milwaukee
- Alexander Hepp, Cyclomedia
- Todd Bergren, ESRI Canada

EXHIBITOR SOLUTIONS

▶ Transparency As Part of the Valuation Process

- Ashley Moore, Spatialest
- Jake Lackey, Spatialest
- Ken Joyner, RES, AAS, Mecklenburg County, North Carolina

FUTURE TRENDS

▶ International Pilot: Machine Learning for Valuation in the Netherlands

- Ashley Wu, Ph.D., Property Valuation Services Corporation, Dartmouth, NS - Canada
- Marco Kuijper, Ir. RO, Netherlands Council for Real Estate Assessment

2:45 p.m. - 3:45 p.m.

COLLECTING AND MAINTAINING PROPERTY DATA

▶ Capture Escaped Assessments Using New Data Sources

- Jordan Marks, Esq., San Diego County, California
- Dustin Reilich, Deckard Technologies Inc.

APPRAISING PROPERTY

▶ The Trouble with Teardown Sales

- Melissa Lombardo, CAE, Sarasota County, Florida
- Edye McCarthy, Town of Greenburgh, New York

▶ Using Remote Technologies to Address COVID Challenges

- David Petterson, EagleView
- Bob Locke, EagleView

▶ Vertical Equity in Residential Assessment: A Practical Guide

- Christopher Berry, Ph.D., The University of Chicago

LEADING AND MANAGING THE ASSESSMENT OFFICE

▶ Diversity and Inclusion: Let’s Dance!

- Opal Hudson, CFE, CSM, CP.M., Hillsborough County, Florida
- Vivian Wilhoite, Metropolitan Government of Nashville & Davidson County

▶ Improving Ratio Studies with GIS and Artificial Intelligence

- Paul Bidanset, Ulster University, Coleraine, Northern Ireland

MANAGING COMPLAINTS AND APPEALS

▶ Supporting Your Values in the Wake of a Global Pandemic and Economic Downturn

- Edward Martinez, IDECC, CoreLogic

► **Demystifying Assessment and Taxation through Captivating Digital Content**

- Angelina Romero, MPA, Cook County, Illinois
- Nicole Jardine, Ph.D., Cook County

4:15 p.m. - 5:15 p.m.

APPRAISING PROPERTY

► **Southlake Mall Litigation - The Saga Continues**

- Mark Kenney, MAI, SRPA, MRICS, MBA, American Valuation Group Inc.
- Thomas Hamilton, Ph.D., MAI, CCIM, CRE, FRICS, Roosevelt University, Chicago School of Real Estate and Karvel-Hamilton

► **Property Tax Assessment of Solar Farms in Indiana**

- Bradley Berkemeier, Nexus Group

► **This Is How We Do It**

- Ryan Hatch, Washington County, Utah
- Scott Teruya, Maui County, Hawaii
- Dan Cypert, RES, Washington County, Arkansas

LEADING AND MANAGING THE ASSESSMENT OFFICE

► **From Civil Unrest to Damage Reassessment: The Minneapolis Story**

- Rebecca Malmquist, CAE, SAMA, City of Minneapolis

OVERSIGHT AND COMPLIANCE REVIEW

► **Vertical Equity Analysis Using the Gini Coefficient in Excel**

- Carmela Quintos, City of New York

EXHIBITOR SOLUTIONS

► **Leveraging MARP 3.3.5. to Remain Efficient through a Pandemic**

- Danny Hendren Jr., GISP, Cyclomedia

FUTURE TRENDS

► **Developing an International Certificate of Excellence in Assessment Administration**

- Richard Grover, Oxford Brookes University

Tuesday, Aug. 31

8 a.m. - 9 a.m.

APPRAISING PROPERTY, PLENARY

► **COVID-19 Pandemic Impact on Real Estate Values and Valuation Methodology**

- Peter Korpacz, MAI, CRE, FRICS, Korpacz Realty Advisors Inc.
- Vivian Wilhoite, Metropolitan Government of Nashville & Davidson County

9:30 a.m. - 10:30 a.m.

COLLECTING AND MAINTAINING PROPERTY DATA

► **Building a Power BI Dashboard in 60 Minutes**

- David Cornell, CAE, MAI, Cornell Consultants LLC

► **Improving Commercial Cost Market Models Utilizing Regression and GIS Technology**

- Michael Brooks, RES, AAS, MA, MBA, Thurston County, Washington

APPRAISING PROPERTY

► **Measuring External Obsolescence in Tangible Personal Property**

- Lisa Hobart, CAE, PPS, FIAAO, Lisa A. Hobart, LLC

► **Hotel Valuation: Structure of Control and Financial Analysis**

- William Soehartono, Los Angeles County, California

LEADING AND MANAGING THE ASSESSMENT OFFICE

► **Wildfire Natural Disaster Planning & Response: Larimer County's 2020 Experience**

- Bob Overbeck, Larimer County, Colorado
- Lori Hodges, Larimer County

LEADING AND MANAGING THE ASSESSMENT OFFICE

► **Conscious Objectivity: Beyond Unconscious Bias**

- Opal Hudson, CFE, CSM, CP.M., Hillsborough County, Florida
- Rebecca Malmquist, CAE, SAMA, City of Minneapolis

EXHIBITOR SOLUTIONS

► **Transform Assessment Data into a Strategic Asset**

- Tim Bross, Tyler Technologies
- Gio Giordano, Tyler Technologies

11 a.m. - noon

WORKING WITH THE LEGAL FRAMEWORK

► **How to Engage with Your Legislative Partners**

- Dorothy Jacks, CFA, AAS, Palm Beach County, Florida
- Mike Twitty, MAI, CFA, Pinellas County, Florida

COLLECTING AND MAINTAINING PROPERTY DATA

► **The Impact of Technology on Field Data Collection**

- Lawrence Zirbel, GSA Corp
- Eric (Shawn) Nickell, Highlands County, Florida

DEVELOPING AND MANAGING CADASTRAL DATA

► **Maximizing Valuation Accuracy with Spatial Visualization**

- Greg Daniels, CAE, City of Chesapeake, Virginia
- Tasha Vincent, Vision Government Solutions

APPRAISING PROPERTY

► Possessory Interest - Yes, There Is a Tax on That

- Allen Jolley, MPA, Los Angeles County, California

LEADING AND MANAGING THE ASSESSMENT OFFICE

► Designing and Implementing a Metrics Driven Management Dashboard

- Manish Bhatt, MBA, MS, Osceola County, Florida

EXHIBITOR SOLUTIONS

► Emerging Geospatial Data and Technologies that Are Revolutionizing Property Appraisal

- Daniel Anderson, Data Cloud Solutions LLC
- Sam Moffat, Woolpert

FUTURE TRENDS

► Identifying Residential Vacation Rentals Using 3D GIS Public Data

- Marcy Martin, AAS, County of Maui, Hawaii

► Impact of Sports Betting on Property Values

- Richard Jortberg, MAI, Gilpin/Teller/Sumner Counties, RJ Associates Inc.

1:30 p.m. - 3 p.m.

COLLECTING AND MAINTAINING PROPERTY DATA

► Improving Property Data Integrity - the Foundation of Valuations

- Tyler Masterson, TrueRoll
- Robert Ross, Cook County, Illinois
- Joe Walsh, Ph.D., TrueRoll

► Performing Desktop and Mobile Appraisal in Crisis and in Calm

- Rod Miller, APEX Software an iLOOKABOUT Company
- Melissa Lombardo, CAE, Sarasota County, Florida

- Wynta Loughrey, RES, CFE, Sarasota County
- Robert Smoote, RES, CFE, APEX Software an iLOOKABOUT Company

APPRAISING PROPERTY

► Senior Housing in the Pandemic

- Brad Eldridge, CAE, MAI, Douglas County, Kansas
- Kevin Bradshaw, CAE, RMA, Unified Government of Wyandotte County and Kansas City, Kansas

► LEADING AND MANAGING THE ASSESSMENT OFFICE

Breaking Barriers – Digital Opportunities for Assessment Offices

- Hart Mauritz, Ph.D., Altapeak

MANAGING PUBLIC RELATIONS AND COMMUNICATIONS

► Communication Is an Opportunity

- Shila Kiander, MCAO, Mecosta County, Michigan
- Cindy Dodge, MCAO, Michigan Townships Association

OVERSIGHT AND COMPLIANCE REVIEW

► State Oversight of Assessment Uniformity

- Calvin Kent, Ph.D., WV Property Valuation Commission

EXHIBITOR SOLUTIONS

► Electronic Submission and Import of PP Listings

- Jim Coté, The Master's Touch

1:30 p.m. - 5:30 p.m.

FUTURE TRENDS

► Practical Highest and Best Use - Part 1 and Part 2

- John Urubek, MAI, CCIM, Realty Value Consultants Inc. and Appraisers Paradise Inc.

4:15 p.m. - 5:15 p.m.

DEVELOPING AND MANAGING CADASTRAL DATA

► Using BI and GIS to Uncover Data Patterns and Relationships

- Daniel Fasteen, Ph.D., Aumentum Technologies

APPRAISING PROPERTY

► Machine Learning for Mass Appraisal: Methods and Results

- Daniel Snow, MPP, Cook County, Illinois

LEADING AND MANAGING THE ASSESSMENT OFFICE

► Preparing Your Assessment Office for the Future

- Lori Reedy, Cowley County, Kansas
- Francisco Martinez, Cowley County
- Anna Burson, RES, Cowley County

► Developing a Strategic Plan

- Kevin Prine, RES, AAS, MPA, Chesapeake, Virginia
- Wade Patterson, retired, Garfield County, Oklahoma, and IAAO President-Elect

MANAGING PUBLIC RELATIONS AND COMMUNICATIONS

► Making Community Connections

- Penny Thompson, RES, AAS, CMA-4, City of Caribou, Maine

EXHIBITOR SOLUTIONS

► The Future of Desktop Review with Patent-Pending Sketch Verification

- Brian Kienle, GISP MCAT, Pivot Point

FUTURE TRENDS

► Leveraging Technology for Contactless Inspections

- Edward Martinez, IDECC, CoreLogic
- Joel Baker, CoreLogic

Wednesday, Sept. 1

8 a.m. - 9 a.m.

LEADING AND MANAGING THE ASSESSMENT OFFICE, PLENARY

► How To Fix an Assessor's Office (And Not Lose Your Mind Trying)

- Fritz Kaegi, MBA, Cook County, Illinois
- Sarah Garza Resnick, Esq., Cook County

10:30 a.m. - 11:30 a.m.

COLLECTING AND MAINTAINING PROPERTY DATA

► International Property Measurement Standards

- Gary McCabe, CAE, FIAAO, McCabe Consulting

APPRAISING PROPERTY

► Conclusion or Illusion? Exposing Improper Highest and Best Use Conclusions

- William Shepherd, Esq., Hillsborough County, Florida

► Creating a Pandemic Value Loss Index

- Lonnie Hendry Jr., MSRE, Trepp, LLC

LEADING AND MANAGING THE ASSESSMENT OFFICE

► DISASTER - The Training Edition

- Kara Endicott, CAE, RES, Johnson County, Kansas
- Brad Eldridge, CAE, MAI, Douglas County, Kansas

► GROW into Coaching

- Judy Favor, Ph.D., Kansas State University

MANAGING PUBLIC RELATIONS AND COMMUNICATIONS

► First Impressions Matter

- Dwane Brinson, CAE, RES, Durham County, North Carolina

EXHIBITOR SOLUTIONS

► Detecting Parcel Changes Not Once, Not Twice, But Three Times a Year

- Andrea Marchetti, Nearmap
- Elsa Abramov, Nearmap

1 p.m. - 2:30 p.m.

COLLECTING AND MAINTAINING PROPERTY DATA

► Oil and Gas Personal Property Discovery, Listing, and Mapping

- Jerry Wisdom, PPS, Total Assessment Solutions Corp.
- James Hartshorn, EFS Geo Technologies
- Eric McSweeney, Apprentice Information Systems

COLLECTING AND MAINTAINING PROPERTY DATA

► Quality Assurance of CAMA Data Using GIS

- Jennifer McGovern, Yavapai County, Arizona
- Mike Gerhold, Harris Govern

► DIY Database Decluttering

- Dylan DiGeronimo, Vision Government Solutions

► Age Estimation for Comparables Using AVM in Spain

- Leandro Escobar-Torres, Esq., Madrid College
- Verónica Nieto-Rodríguez, Institute of Performing Arts, Madrid

DEVELOPING AND MANAGING CADASTRAL DATA

► GIS 101 for Assessors

- Brent Jones, PE, PLS, Esri
- Paul Bidanset, Ulster University, Coleraine, Northern Ireland

LEADING AND MANAGING THE ASSESSMENT OFFICE

► Imposter Syndrome: The Tendency Towards Low Self-Appraisal

- Jessica McNeil, RES, Johnson County, Iowa
- Pamela Lamb, RES, SRA, CFE, Palm Beach County, Florida
- Opal Hudson, CFE, CP.M., Hillsborough County, Florida

MANAGING PUBLIC RELATIONS AND COMMUNICATIONS

► Triennial Pivot: How the Pandemic Caused a Large County to Reimagine Its Assessment Project

- Monica Moran, Franklin County, Ohio
- P.R. Casey, Franklin County

3 p.m. - 4 p.m.

WORKING WITH THE LEGAL FRAMEWORK

► Can Valuing Parcels Individually Violate USPAP and Highest and Best Use?

- Paul Harrison, CAE, RES, MAI, CCIM, Carteret County, North Carolina

COLLECTING AND MAINTAINING PROPERTY DATA

► AI Change Detection Workflow and Its Benefits for Riverside County

- Kan Wang, MBA, Riverside County, California
- Rajath KM, HyperVerge

APPRAISING PROPERTY

► IAAO Research Grant Presentation - 2020 - Assessed Valuation and Social Benefits of Neighborhood Redevelopment

- Mark Sunderman, Ph.D., MS, University of Memphis
- Jared Linna, Ph.D., MBA, University of Memphis

LEADING AND MANAGING THE ASSESSMENT OFFICE

► Internships: Benefits and Implementation

- Samantha Steele, Leanor Group
- LaTonya Spearman, Lake County, Indiana
- Katie Molinder, MPA, Hancock County, Indiana

MANAGING PUBLIC RELATIONS AND COMMUNICATIONS

► Effective Leadership Communication in the Office and Organization

- Gregory Hutchinson, Howell Township and the Borough of Fair Haven, New Jersey

FUTURE TRENDS

► U40 Leadership Lab Innovation Grant Winners

- Travis Horne, MAS, Ryan ULC

IAAO launches new learning platform

On April 1, the Professional Development Department is launching its new learning management system, Elevate.

IAAO learners will experience a more intuitive platform for all IAAO courses, virtual or in person, as well as live webinars, recorded sessions, and more.

A separate new certification module will provide candidates and designees access to their progress and status at any time

Explore Elevate by going to learn.iaao.org.

Attention IAAO instructors!

The completely rewritten IAAO "Course 102: Income Approach to Valuation" will be reviewed by IAAO instructor and subject matter expert, Brad Eldridge, CAE, during a walk-through at 1 p.m. Central on Thursday, April 8.

Current Course 102 instructors received an email from the Professional Development Department with a Zoom link to attend the meeting. If you did not receive the email, please contact Erin Eades at eades@iaao.org

Instructor/Coordinator meeting set for June 8

IAAO staff will discuss topics of interest

to IAAO instructors and coordinators during a virtual meeting on Zoom from 1-3 p.m. Central on Thursday, June 8.

Among the topics are the new student registration process as well as course updates, certificates, and more. Watch for an email with a Zoom invitation to attend.

Register for the 2021 Emerging Leaders' Summit

Registration will open soon for the 2021 Emerging Leaders' Summit, previously known as Emerging Leadership Summit.

This year's event, "GROW into Coaching," is a multi-part skill-building certificate program.

Participants will engage in a content-rich program including three webinars (June 23, July 14, and Aug. 11) focused on leading through coaching with a growth mindset. The program will culminate in an interactive event, "Embracing Change," in Chicago during the IAAO Annual Conference.

Emphasis will be on learning the GROW coaching model. Presenting will be award-winning coach, author, educator and speaker, Judy Favor, Ph.D., who has helped countless others reach their potential for more than 25 years.

Participants will benefit from Dr. Favor's

expertise in leadership development, executive coaching, team building, and facilitation while coming away from the summit with actionable coaching skills.

Registration will be accessible at the [Events section](#) of the IAAO website.

Two instructor evaluation workshops planned

The Professional Development Department, along with the IAAO Education Committee, will offer two Instructor Evaluation Workshops (IEW) in 2021.

The in-person IEW will take place in Chicago on Aug. 27-29, before the IAAO Annual Conference.

Attendees who pass this audition will be eligible to teach IAAO courses in live classroom settings. The second IEW will be a virtual experience and take place later in the fall, with specific dates to be announced.

Candidates who pass the virtual IEW will be eligible to teach IAAO courses in the virtual setting. Instructor candidates may apply to audition to either or both IEWs.

Anyone who proficiently speaks a second language is highly encouraged to apply. For more information and to complete the application, go to the Education tab on the IAAO website and click the IEW link. Registration opens April 19.

EVENTS

• BOARD OF DIRECTORS MEETING

April 16-17
Savannah, Georgia

• BOARD OF DIRECTORS MEETING

July 23-24
Colorado Springs, Colorado

• 2021 ANNUAL CONFERENCE

Aug. 29 - Sept. 1
Chicago



Specifically developed for mass appraisal
Engineered for precision and accuracy
Available for most CAMA software
Assistance for CAMA software vendors
License fees that fit budget constraints

jwayne.moore@gmail.com | mooreprecisioncost.com | (937) 408-7342



IAAO WEBINAR SERIES

DON'T MISS THESE UPCOMING WEBINARS FROM IAAO!

Performance Management: Essential in a Crisis— Lessons from Silicon Valley's Assessor (1 CE Hour)

April 16, 2021 ▪ *Presenter:* Lawrence E. Stone, Santa Clara (CA) County Assessor

In times of crisis, people and systems are tested. Some fail, others thrive. The consequences are no less dire for Assessors, traditionally the largest source of local discretionary funding for schools, cities, and local government. Larry Stone, Silicon Valley's Assessor, has not just weathered the storm, his office has measurably excelled. In this webinar, Stone describes the cost accounting and performance management systems he created and has nurtured since he was first elected in 1994. He will also discuss how to create an employee-culture, in a heavily unionized environment that embraces customer service and accountability.

Defining and Measuring Obsolescence in Personal Property (2 CE Hours)

May 14, 2021 ▪ *Presenter:* Lisa Hobart, CAE, PPS, FIAAO, Lisa Hobart, LLC

This presentation will discuss distinguishing Personal Property from Real Property, and consideration of obsolescence in Personal Property. It continues with discussion of inutility, and specifically discusses consideration of the effects of COVID-19 on valuation of property. Both Real and Personal Property appraisers will benefit from the information covered in this presentation.

What's Going Down in Commercial Real Estate? (2 CE Hours)

June 4, 2021 ▪ *Presenter:* Brad Eldridge, CAE, Douglas County, KS

The COVID-19 Recession has left its mark on the economy, influencing the various types of commercial real estate in different ways. This webinar will take a look at national market trends for a range of commercial use groups, as well as some suggestions on appraising in a declining market.



IAAO
INTERNATIONAL ASSOCIATION
of ASSESSING OFFICERS
Valuing the World

IN MEMORIAM

VICTORIA DAVIDSON MICKIEWICZ

Longtime IAAO member Victoria Davidson Mickiewicz, 88, passed away peacefully Saturday, March 6.



She was born Oct. 23, 1932, in Milton, Delaware, to Willa and Uhland Davidson, and moved to Toms River, New Jersey, in 1956.

She was the deputy tax assessor for Toms River Township for 55 years before retiring in 2016. She also worked as the tax assessor for Island Heights, New Jersey, for more than 30 years before retiring in 2017.

She was an IAAO member from 1971 to 2005 and a member and officer of the Association of Municipal Assessors of New Jersey.

JOHN ZIMPEL

Former IAAO Board member John Burke Zimpel, 66, died Feb. 16 in Little Rock, Arkansas, of complications from COVID-19.



He was born Jan. 26, 1955, in Clarksville, Arkansas, the son of Virginia and John Zimpel.

Mr. Zimpel retired in 2010 after 31 years with the state of Arkansas.

He was a key leader in the Arkansas Assessment Coordination Division, holding a variety of critical roles.

He represented the agency in many programs, including school funding and statutory and constitutional amendment development.

Mr. Zimpel was the division's representative in presenting to legislative committees.

He participated in the writing of about 90 percent of all property assessment/taxation legislation during the last 25 years of his career.

He was a member of the Board of Directors of the International Association of Assessing Officers from 2009 to 2011, a role in which he advocated for maintaining strong education and ethical standards for the organization's members.

Mr. Zimpel was a 1973 graduate of Subiaco Academy in Subiaco, Arkansas.

He attended St. Louis University and the University of Arkansas, leaving Fayetteville a few hours short of his bachelor's degree in public administration to take a job with the state.

IAAO AWARDS PROGRAM

NOMINATIONS AND SUBMISSIONS ARE OPEN

iaao.org/awards

The IAAO Awards Program celebrates achievements by individuals and organizations in the valuation profession.

WHO ▶ All IAAO members and affiliated organizations are eligible to submit nominations.

WHEN ▶ Winners will be announced at the IAAO Annual Conference.

IAAO
INTERNATIONAL ASSOCIATION
of ASSESSING OFFICERS

2021
IAAO CONFERENCE + EXHIBITION
EMBRACING CHANGE
August 29 - September 1 • Chicago, Illinois

Nominate an IAAO Fellow

The IAAO Fellows title recognizes members who have dedicated their careers to the development of the assessment profession and/or made exceptional contributions to the association and the assessment industry.

Interested in nominating someone?

Nominees are brought forth by the IAAO membership each year and submitted during the awards nominations period.

All nominations must be received by midnight, May 1, 2021.

To nominate someone, go to the IAAO site, then About and then IAAO Fellows Program. Click on the option to nominate someone.

To be eligible, a nominee must have a minimum of 15 years of experience in the assessment industry, including 10 years of IAAO membership and be an IAAO member in good standing.

The 2021 Fellows Council

- Chair, **Carol Kuehn**, FIAAO
- **Richard Hoffman**, CAE, FIAAO
- **Fred Chmura**, AAS, FIAAO
- **Gary McCabe**, CAE, FIAAO
- **Paul Welcome**, CAE, FIAAO

The following accomplishments best represent significant contributions to our profession, according to the Fellows Council:

- Author, articles
- Author, courses
- Author, textbooks
- Award winner in any IAAO category
- Clifford B. Allen Most Valuable Award
- Committee chair
- Committee member

▪ Conferences, attendance, and participation as speaker

- Designation
- Executive board member
- Executive board officer
- Grader
- IAAO state representative
- Instructor, senior and regular
- ITW instructor
- Lifetime Achievement Award
- Number of years of IAAO membership
- Professional designation advisor
- Review of articles, courses, or textbooks
- State chapter participation
- Task force chair
- Task force member

If you have questions regarding the program, contact IAAO Fellows Council Staff Liaison Jill Wilbeck at wilbeck@iaao.org or call 816-701-8155.

WIN'ing Conversations:

Sorry, Not Sorry: Moral Reflection and Self-Examination

Presented by Opal B. Hudson

Special thanks to Rebecca L. Malmquist, CAE for the March *Win'ing Conversation: Lead the Way.*

May 18, 2021 • Noon CST



**REGISTER
TODAY!**

Conversations are free, and all are welcome • iaao.org/women

DEPUTY AUDITOR FIELD APPRAISER II

LAKE COUNTY AUDITOR
PAINESVILLE, OHIO

JOB DESCRIPTION

Under direction of the County Auditor, Chief Deputy Auditor, and the Deputy Auditor–Appraisal Manager, is responsible for performing duties related to the operation of the Appraisal Division of the Auditor’s Office, specifically discovering, gathering, verifying, and valuing property data on real property parcels located in Lake County, Ohio. These duties may require working in inclement weather and on rough terrain (active construction sites). As this job requires working directly with the public, a background check is mandatory.

This position promotes efficient operations of the Auditor’s office, while promoting the growth of the organization and ensuring compliance with all related regulations associated with assessment compliance to the Ohio Department of Taxation and the State of Ohio.

ESSENTIAL FUNCTIONS

- Must possess a valid Ohio Driver’s license with a clean driving record.
- Maintain a county-owned vehicle while in your possession.
- Prepare good, concise records and maintain organized records of all fieldwork performed.
- Must be able to work independently in a fast-paced setting.
- Ability to interact with various building departments and interpret blueprints into property record cards.
- Possess the ability to meet critical deadlines.
- Complete fieldwork to obtain information for assessment purposes for the Appraisal office.
- Process fieldwork data including verification of data from multiple sources if necessary.
- Interact with the public in a professional manner.
- Review and analyze Property Value Appeal.
- Maintain and administer the CAUV pro-

gram including preparing agriculture use valuations and placing them on the tax duplicate.

- Determine and assess charge on conversion of land out of the CAUV program.
 - Understand and be able to navigate the software programs used in the office including but not limited to: CAMA, Tax, Geographic Information Systems, Oblique imagery software, the county website, Microsoft Word, Microsoft Excel, and Outlook.
- Maintain any professional credentials with the issuing entity as required.

Other functions as determined by the Auditor, Chief Deputy, or the Deputy Auditor–Appraisal Manager.

Maintain and administer the CAUV program.

JOB REQUIREMENTS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

In order to perform required physical duties of working at a computer to input data and produce printouts; answer the phone; type; write/post to printouts and forms; use calculator; file ; retrieve items stored on shelves; retrieve mail from mail box; carry, move or lift supplies and materials; work with detailed documents and printed forms, the employee must be able to stand, walk, sit, talk or hear, use hands to finger, handle or feel, climb or balance, stoop, kneel, crouch or crawl and reach with hands and arms; may occasionally be required to lift up to 40 pounds; and is required to be able to use close vision and adjust visual focus.

Must have a clean driving record and be able to drive a county-owned vehicle for any required duties/tasks.

Must be able to navigate construction sites and/or property to collect pertinent property data to produce valuations. Navigating construction or farm sites may include but not limited to walking on uneven ground, climbing stairs/planks/walkways, or performing farm crop verifications.

Must be able to work year-round outdoors in all types of weather.

Must be able to use tape measures and measuring wheels to record building dimensions.

Must be able to efficiently use a tablet PC in the field to record data and take photos.

May be required to sit in a vehicle for periods of time.

Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

WORK ENVIRONMENT

This job operates in both an office setting for part of the time and outside

This role routinely uses standard office equipment such as computers (desktop, laptop and/or tablet), phones, photocopiers, scanners, filing cabinets and fax machines.

Ability to use /direct automated information systems to prepare property values and produce required reports. As well as the ability to compose routine letters, memos and similar correspondence using word processing and or spreadsheets is required.

PREFERRED EDUCATION AND EXPERIENCE

This position minimally requires the following:

- High school diploma or equivalent.
- Experience with the mass appraisal practices within the State of Ohio and at the County level preferred but not required. Strong organizational, analytical, and problem-solving skills. Demonstrates attention to detail. High need for precision and accuracy.
- Problem solving skills are required. This position requires judgment and the ability to find and solve problems. Employees in this position should be able to work independently.
- Experience in personal computer applications as related to business and fiscal practices preferred. Special emphasis on advanced knowledge in spreadsheet, word processing, and data base programs as related to use, application, and design for a high level of business and fiscal organization and function.

CERTIFICATES AND/OR LICENSES

- Must possess a valid Ohio driver's license and a good driving record (no more than three points).
- Ohio Licensed or Certified Appraiser is preferred but not necessary.
- Membership in the International Association of Assessing Officers is optional.

REQUIRED TRAINING

All Lake County Auditor's office employees shall be required to complete and maintain all general mandatory training.

These may include, but are not limited to, emergency communications, workplace harassment, Ethics training and open records/Sunshine training. Webinars for CAMA software may be required occasionally. Education may be via internet, in-person in the county facility, or at a remote location as required.

OTHER DUTIES

Must abide by all laws and conduct all business in an ethical manner both personally and professionally. Ability to work irregular schedule. A pre-employment Background Check and Drug Test may be required. Perform related duties as apparent or assigned.

The employee is responsible to maintain confidentiality; follow chain of command; to work cooperatively and effectively with members of the public, other employees, related public agency staff, community businesses and service providers; to produce accurate and timely record keeping and reports as required by the position. Perform public records requests in a timely manner.

APPLY FOR THIS JOB

Contact Michele Pennell at mpennell@lakecountyohio.gov
Phone: 440-350-2618 or fax: 440-350-2667

AGRICULTURAL APPRAISER

SEDGWICK COUNTY APPRAISER'S OFFICE
WICHITA, KANSAS

ESSENTIAL JOB FUNCTIONS

Agricultural Appraisers are responsible for discovery, listing and valuation of residential and agricultural real property parcels in Sedgwick County.

This is accomplished through properly applied mass appraisal techniques in accordance with State of Kansas Statutes and the Kansas Department of Revenue, Division of Property Valuation (PVD), directives and guidelines, and must adhere to the Uniform Standards of Professional Appraisal Practices (USPAP).

- Data collection and Orion database maintenance of residential and agricultural real property characteristics.
- Performs review of property characteristics for maintenance cycle using imaging technologies. These characteristics include but are not limited to: Property address, land use, property factors, land types, dwelling information, sketching of improvements, photos of improvements, and the collection/verification of all associated residential and agricultural buildings.
- Perform on-site inspections to verify property characteristics for maintenance cycle.
- Perform on-site inspections to verify property characteristic changes on open building permits.
- Conduct sales verification digital and field inspections.
- Conduct valuation appeal meetings.
- Conduct informal and payment under protest appeals with property owners and property owner representatives.
- Be able to work the appeals on the schedule in a timely manner, keeping up with demand but maintaining a quality work product.
- Conduct field checks that were a result

of Payment Under Protest Meetings with property owners or property owner representatives.

- Annually assign appraised values for residential and agricultural real property.
- Develop a final opinion of market value for each parcel of property as assigned using required spreadsheets and/or other tools provided.
- Reconcile final value estimates by reviewing various approaches to value.

JOB REQUIREMENTS

MINIMUM QUALIFICATIONS

High school diploma or equivalent. Ability to successfully complete the International Association of Assessing Officers (IAAO) Course 101, Fundamentals of Real Property Appraisal, and Course 102 Income Approach to Valuation, and the Kansas Agricultural Use Valuation Course through the Property Valuation Division (PVD) within two years of hire date is required. Must have a vehicle registered in the state of Kansas to use on a daily basis. Must provide proof of valid vehicle insurance with current coverage in the state of Kansas. Must have a current valid non-restricted Kansas driver's license.

PREFERRED QUALIFICATIONS

Bachelor's Degree from an accredited college or university or will consider any equivalent combination of training and experience which provides the required knowledge, skills, and abilities. One to two years real estate field appraisal experience. Successful completion of the International Association of Assessing Officers (IAAO) Course 101, Fundamentals of Real Property Appraisal, and Course 102, Income Approach to Valuation, and Kansas Agricultural Use Valuation Course through the Property Valuation Division (PVD).

APPLY FOR THIS JOB

<https://careers.sedgwickcounty.org/job/Wichita-Agricultural-Appraiser-KS-67201/719073300/>

IAAO Library New Materials List

Fourth Quarter 2020

Email library@iaao.org for assistance.

New Journal Articles – Request from the IAAO Library			
Article Title	Journal Title/ Date	Author(s)	Description
COVID-19 and its impact on real estate	<i>Real Estate Finance Journal</i> / Fall 2020, 36 (2)	Arthur A. Linfante, Christopher John Stracco, and Katharine Coffey	The authors discuss the outlook for the commercial real estate market in the time of COVID-19 and the legal implications for real estate resulting from the pandemic.
Are home warranties worth it? A study in the Richmond housing market	<i>Journal of Housing Research</i> / 2020, 29 (1)	Justin Contact and Bennie Waller	We are the first to show that home warranties are beneficial by providing a valuable form of insurance to home buyers, which home sellers then (partially) extract in the form of price premiums and faster sales. For the average home in our data that is priced at \$236,000 and 28 years old, offering a home warranty is associated with a price premium of at least \$4,000 and a reduction in time on market of at least 2.5 days.
Flood risk perception in the housing market and the impact of a major flood event	<i>Land Economics</i> / 2020, 96 (3)	Hannah Hennighausen and Jordan F. Suter	Applying a novel dataset featuring the flooding extents from a severe event in Colorado, we disentangle inundated properties from “near misses” defined as structures not directly flooded but located inside the 100-year flood-plain.
Golf course communities as multi-sided markets: ownership implications	<i>Appraisal Journal</i> / 2020, 88 (2)	Bruce k. Cole and David Hueber	This study investigates the relationship between property values and ownership of golf facilities by homeowners associations (HOAs). The research considers whether HOA ownership of golf facilities affects lot values in those golf course communities when compared to similar properties in communities where golf amenities are alternatively owned.
How much is it worth? An overview of valuing water utilities	<i>Journal AWWA</i> /2020, 112 (8)	John Mastracchio, et. al.	Water utilities, both municipally and privately owned, are natural monopolies that operate in a heavily regulated industry. At times, circumstances may arise that require assessment of the value of a water system, such as when contemplating a sale, merger, or acquisition. This article is a summary of common business valuation approaches and methods with various considerations relevant to valuing water utilities.
Is the Eiffel Tower worth more than the Statue of Liberty? Techniques for determining the value of iconic national landmarks Part 1	<i>Appraisal Journal</i> / 2020, 88 (2)	Richard J. Roddewig, Anne S. Baxendale, and, J. Andrew Stables	This article is part one in a two-part series on the valuation of iconic national landmarks. It summarizes the appraisal profession’s debate during the last 50 years as to whether historically or culturally significant structures and land areas have a special historic value or public interest value that is higher than their market value.
Long term leases: Rent reset analysis	<i>Appraisal Journal</i> /2020, 88 (1)	Tony Sevelka	A provision for resetting rent is often found in long-term leases, with the objective being to periodically analyze the value attributed to the leased real estate. The property rights to be valued at each rent reset depend on the language of the lease, especially the rent reset clause. Inconsistent interpretations of a lease can lead to divergent opinions of value.
Principles for calculating AVM performance metrics	<i>Appraisal Journal</i> /2020, 88 (1)	Hans R. Isakson, Mark D. Ecker, and Lee Kennedy	An analysis of 5.3 million housing sales suggest that there are fundamental shortcomings with how automated valuation model (AVM) vendors currently calculate their AVM performance metrics, in particular the forecast standard deviation. The analysis demonstrates that the methodology used to calculate the values of performance metrics meaningfully impacts the AVMs credibility.
Revisiting market value and market rent	<i>Appraisal Journal</i> /2020, 88 (1)	David C. Lennhoff and Richard L. Parli	It is hard to imagine more fundamental terminology in appraisal than market value and market rent. Over the years, these two terms have been written about, modified, and debated. Still, even with a definition revision as recently as 2020, the two terms remain ambiguous and potentially confusing. The article addresses the remaining ambiguity in the terms, as currently defined, and offers suggested revisions that should clear up the confusion.
They paved paradise: appraising a parking lot	<i>Appraisal Journal</i> / 2020, 88 (2)	Barry A. Diskin and David C. Lennhoff	Appraising a parking lot can involve some of the same difficulties encountered in the appraisal of a hotel. That is because the fee paid to park often includes much more than simply rent for a parking space, just as the room rate at a hotel includes more than only rent for the room space. This becomes an issue in both the sales comparison approach and the income capitalization approach.
Valuation modeling within thin markets case study: Arab housing market in Israel	<i>Journal of Housing Research</i> / 2020, 29 (1)	Larisa Fleishman, Yuri Gubman, and Alla Koblyakova	The primary aim of this paper is to introduce valuation modeling applicable to thin housing markets, with a focus on the Arab housing sector in Israel.

New Electronic Resources - Access the full text in LibraryLink.

Title	Publisher or Journal Title/Date	Author(s)	Description
50-state property tax comparison study, payable year 2019	Lincoln Institute of Land Policy / 2020		Explores several key factors influencing property taxes, providing a comprehensive analysis of effective property tax rates—the tax paid as a percentage of market value—in 123 cities in every U.S. state and Washington, DC.
The assessment gap: Racial inequalities in property taxation	Indiana University, June 2020	Carlos Avenancio-Leon and Troup Howard	We use panel data covering 118 million homes in the United States, merged with geolocation detail for 75,000 taxing entities, to document a nationwide “assessment gap” which leads local governments to place a disproportionate fiscal burden on racial and ethnic minorities.
The changing face of commercial real estate appraisal	<i>Canadian Property Evaluation</i> / 2020, 64 (4)	Oliver Tighe	An interview with Oliver Tighe, Executive Director of Colliers International, Ottawa, Canada on the significant changes to commercial real estate appraisal since the advent of the COVID-19 pandemic.
An examination of sales ratio data and sources incorporated into the 50-state property tax comparison study	Lincoln Institute of Land Policy, December 2020	Bob DeBoer	The <i>50-State Property Tax Comparison Study</i> uses sales ratios to more accurately reflect how assessment error affects property tax bills across the nation. Although the standards of the IAAO are likely present in all sales ratio studies, the publicly available data varies from raw data and in-depth reports on its uses, to single indicators that lack full description of the actual metric used. In a very few cases, it is unclear whether actual ratio studies are performed. In the context of the <i>50-State Property Tax Comparison Study</i> , we find that sales ratios produced across the U.S. at the state and local level vary significantly in specificity by property type and purpose.
Property tax 101: Why the property tax [video]	Lincoln Institute of Land Policy, November 2020		Based on the book <i>The Good Tax</i> by Joan Youngman, this 8-minute video explains why the property tax is good for local governments and their constituents.
Property tax 101: The mechanics [video]	Lincoln Institute of Land Policy, November 2020		Based on the book <i>The Good Tax</i> by Joan Youngman, this 7-minute video explains how local governments administer the property tax.
The valuation of difficult properties	<i>Canadian Property Evaluation</i> / 2020, 64 (4)	George Canning	This article deals with valuing properties that are unique, not because of their specific use, but because of their history and architectural appeal. The use of quality point analysis is a significant tool in testing for the correct predictor variables and to prove one’s adjustments or decisions regarding comparable sales.

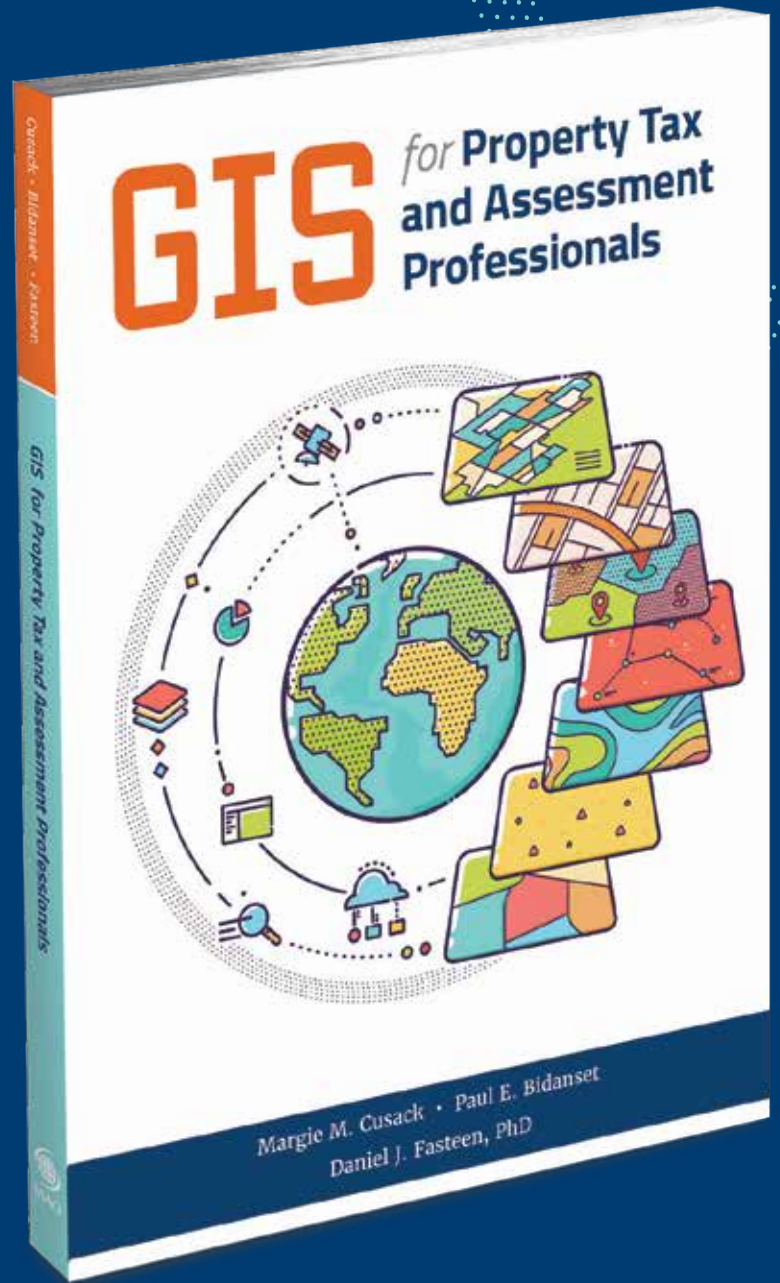
New eBooks (14-day check out. Access eBooks in LibraryLink)

Title	Publisher/Date	Author	Description
<i>RStudio for R Statistical Computing Cookbook</i>	Packt Publishing, 2016	Cirillo, Andrea	54 useful and practical tasks to improve working systems. Includes optimizing performance and reliability or uptime, reporting, system management tools, interfacing to standard data ports, and so on. Offers 10-15 real-life, practical improvements for each user type.
<i>State and Local Public Finance</i>	Taylor & Francis, 2016	Ronald C. Fisher	Provides a comprehensive and sophisticated analysis of state and local government public finance practices and issues, using the basic tools of economics. For this new edition, there is a focus on the most important services provided in the state-local sector: education, health and welfare, public safety, and transportation. Although the emphasis is on U.S. institutions and issues, much of the economic analysis can be applied to any federal system or to fiscal decentralization.
<i>The Book of R</i>	Penguin Random House LLC, 2016	Tilman M. Davies	Combining detailed explanations with real-world examples and exercises, this book will provide you with a solid understanding of both statistics and the depth of R’s functionality.
<i>The Economics of Real Property</i>	Taylor & Francis, 2017	Ralph Turvey	This book applies modern economic theory to the subject of land economics. The author is primarily concerned to show the role of analysis, with the main emphasis on urban real property. The first part discusses the working of the price mechanism in the property market. The second contains an extension and application of the analysis to property taxation and to two kinds of State intervention in the use of property.
<i>The Restrictive Covenant in the Control of Land Use</i>	Taylor & Francis, 2019	Donald L. Sabey-Ann R. Everton	This book breaks new ground by treating the restrictive covenant from the aspect of the control of land use. At its heart is a detailed account of the discharge or modification mechanism, a system of practical importance to professionals in law, planning and land management. This central component is furthered by an historical account of the development of the concept from <i>Tulk v Moxhay</i> (the seminal case of 1848) to the present and by an assessment of its future in a legal system dominated by planning and environmental control.
<i>What It’s Worth: Valuing Oil, Gas, and Alternative Energy Assets, Second Edition</i>	Business Valuation Resources, 2017	Prescott, Janice (Editor)	The oil, gas, and alternative energy industries are subject to volatile market swings and evolving technologies. In an ever-changing climate, appraisers face serious challenges when valuing segments in this complicated industry. This report provides fundamental insights into the considerations and nuanced areas that factor into a valuation of an oil, gas, or alternative energy business. Learn how the courts ruled on key aspects of valuations with in-depth analysis of important cases.



“ IAAO has delivered another must-read book for all property tax and assessing professionals. This well-written and comprehensive overview of GIS for assessors clearly and concisely explains the value of GIS and how it’s used in the modern assessor office to improve analysis, visualize values, increase efficiency, and engage taxpayers.”

—Jack Dangermond,
ESRI President



**ONLY AVAILABLE
ON AMAZON.COM**

Price: \$29.99 



IAAO

INTERNATIONAL ASSOCIATION
of ASSESSING OFFICERS

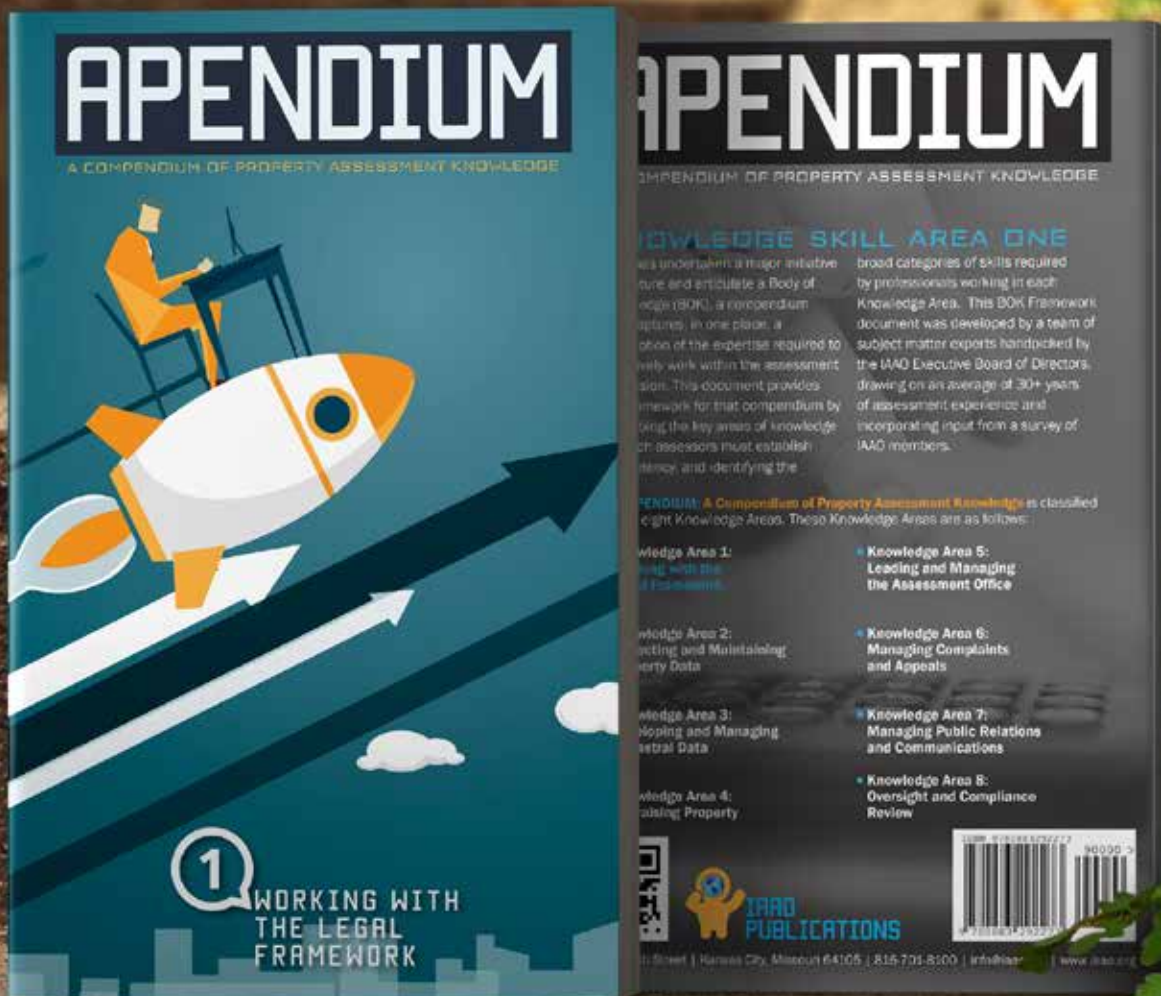
Valuing the World



International Association
of Assessing Officers
314 W. 10th St.
Kansas City, Missouri 64105-1616

What Is the APENDIUM?

IAAO has undertaken a major initiative to capture and articulate a Body of Knowledge (BOK), a compendium that captures, in one place, a description of the expertise required to effectively work within the assessment profession. This document provides the framework for that compendium by describing the key areas of knowledge in which assessors must establish competency, and identifying the broad categories of skills required by professionals working in each Knowledge Area. www.iaao.org/apendum



ONLY AVAILABLE
ON AMAZON.COM



2020

Year in Review

The International Association of Assessing Officers (IAAO) is a nonprofit, educational, and research association. We are the premiere professional membership organization of government assessment officials and others interested in the administration of the property tax. IAAO was founded in 1934, and now has a membership of more than 8,300 members worldwide from governmental, business, and academic communities.

The following Year in Review infographic is a showcase of the accomplishments from the 2020 fiscal year. This Year in Review isn't just about the numbers, but more about the promotion, innovation, and excellence in property appraisal, property tax policy, and administration through professional development, education, research, and technical assistance. We hope that this data demonstrates our commitment to promote awareness of, importance of, and effect of, high ethical standards and practices to our membership and the assessment and appraisal industry.



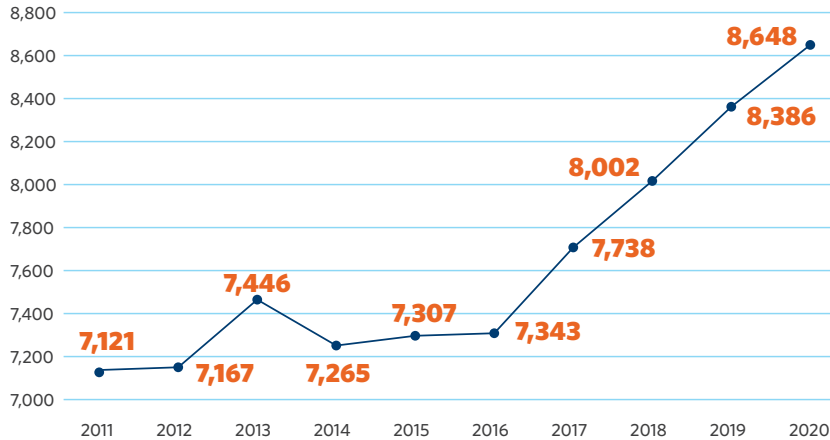
IAAO

INTERNATIONAL ASSOCIATION
of ASSESSING OFFICERS



Membership

IAAO Membership 2011-2020



8,648 Members as of December 2020

↑ **Up 3%**
since 2019

IAAO Members serve **2,200** assessment jurisdictions and **29** countries

New Members



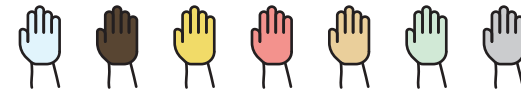
48% Male | **52%** Female

Average age of new members:

45

Volunteers

IAAO has received volunteer applications from over **300 members** to serve on committees and task forces.



75%+ of new members joined as e-members

(receiving benefits electronically)



88% Retention Rate

Overall retention is a slight increase from 2019, due in part to the new onboarding campaign and engagement game put into place last year



Online Career Center

46,150

Job Views



↑ **Up 75%** over 2019



65

Job Postings

FELLOWS PROGRAM (FIAAO)

4 New Fellows



Recognizing individuals who have dedicated their career to the development of our profession and made exceptional contributions to the Association and the assessment industry.



Meetings

The conference was informative and user friendly. It exceeded my expectations regarding education and interaction in and out of classes."

— Katie Molinder, Hancock County, IN



The Covid-19 pandemic forced many meeting changes in 2020. Some meetings were postponed or cancelled. However, the Annual Meeting was converted to a virtual format, which allowed IAAO to continue delivering valuable content to its membership. IAAO successfully avoided any costly room block attrition, and cancellation penalties through re-negotiation of existing hotel, facilities, and other supplier contracts making the first Virtual IAAO Annual Meeting an overwhelming success.

1,250 Registrants
including 250 first-time attendees

60 Hours

of Continuing Education



were available during the conference and on demand through end of 2020

70 One-Hour Sessions
70-200 virtual attendees per session

Conference Keynotes

- **Allison Massari, an inspirational TEDx speaker, storyteller, entrepreneur, and celebrated artist** — This dynamic and deeply moving talk fortified audience members with an inspired perspective on life, and applicable tools for managing change and adversity.
- **Sean Tompkins, Global CEO of RICS** — Review of the global assessment industry presentation and town hall with IAAO President.
- **Leila Dunbar, President of Leila Dunbar Appraisals & Consulting LLC** — PBS series "Antiques Roadshow" appraiser and Chair of The Appraisal Foundation's Board focused on her specialty—sports memorabilia appraising items provided by the membership.


120
Speakers


8
Tracks


13
Networking Opportunities


3
Keynotes


30
Exhibitors

Other Meetings



Women's Initiative Workshop

September 2020

Offered over four days, this workshop featured Dr. Brené Brown Dare to Lead™ Virtual Facilitated Program.

→ Registrants— **71**

POSTPONED:

- GIS/Valuation Technologies Conference
- International Research Symposium
- Emerging Leadership Summit
- Leadership Seminar



Alliances/Partnerships



**IAAO has 93
Chapters & Affiliates**
representing members in
29 countries

2020 New Affiliate
Ohio-based Generating Development
Initiatives with Technology, Inc

Renewed Partnerships

- **Esri** — Partnership to deliver yearlong access to Esri's ArcGIS to every member who joins IAAO by September 1, 2021
- **Coalition of Geospatial Organizations (COGO)** — IAAO member Christine Stichcomb appointed chair elect of Coalition of Geospatial Organizations
- **International Property Tax Institute (IPTI)** on the *Journal of Property Tax Assessment & Administration*
- **Institute of Revenues Rating and Valuation (IRRV)**
- **International Valuation Standards Council (IVSC)**
- **Korean Association of Property Appraisers (KAPA)**
- **Royal Institution of Chartered Surveyors (RICS)**
- **The European Group of Valuers Associations (TEGoVa)**

Professional Consulting Services of IAAO, LLC (PCS)

Professional Consulting Services of IAAO provides objective, insightful advice to property assessment and taxation jurisdictions around the world.

2020 projects encompassed a broad range of services including:

- Audits
- Ratio Studies
- Valuation Modeling
- Multi-stage Projects such as developing reports describing typical reappraisals along with timing of its various segments—leading to assisting in development of requests for proposals and assistance in evaluating those proposals.

**Did you
know?**

In 2020, IAAO celebrated 15 years in Kansas City.

Professional Development



By the end of 2020, **64% of all the IAAO courses taught** were conducted via live-online.

Courses + Students

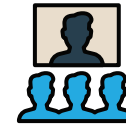
IAAO has **54 active courses, workshops and one-day forums.**



Webinars
3,078
Students



Classroom
1,776
Students
Revised/updated
5 in 2020



Live-Online
2,034
Students
Classroom +
Self Study



Self-Study Online
1,503
Students
Launched 5
new in 2020

Instructor Training

9 participants
in initial virtual
Instructor Evaluation
Workshop (IEW)

Train-The-Virtual-Trainer event
51 IAAO instructors eligible
to teach live-online.

Help with Locating Instructors

- Changes and reclassifications were made to provide course coordinators additional options for securing instructors.
- A new database was developed to make instructor review and selection user friendly.



Certifications

96
Designations
Awarded

177
New
Candidates

52
Professional
Members

Certificates of Excellence in Assessment
Administration (CEAA) earned **10**

7 Recertifications | **3** Initial



98%
respondents
answered **YES**
when asked if our
service met
expectations



Technology/Communications

IAAO Website By the Numbers



Website Traffic
244,539



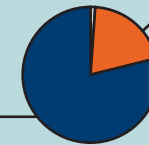
Overall Users
112,109



Page Views
1,311,125
↑ Up 24% over 2019



79%
of visitors accessed IAAO website from a desktop computer



20%
of visitors accessed IAAO website on a mobile device [phone or tablet]



MAJOR Press Contacts

Bloomberg

[BN]
THE BUFFALO NEWS

LAW360

THE KANSAS CITY
STAR.

5
KCTV

Action NEWS
KSHB-TV

Social Media



2020 saw IAAO **increased followers** on every active social media platform.



↑6%



↑10%



↑65%



↑13%



More than 3,200 IAAO members have now logged into IAAO Connect, the Association's online community for resources and connecting.

Remote Exams

For nearly all IAAO 30-hour courses, **students can now take exams 24/7**, from anywhere with an internet connection and a computer with a webcam and microphone.





Publications/Library/Research

Research By the Numbers



327
Reference
Requests Filled



704
Total Articles
Delivered



251
Items
Added*



3,424
Total Library
Link Searches

*Combined materials added to Research Library and LibraryLink



Downloads

1,440
Research Library
Items Downloaded

1,739
Research Exchange
Items Downloaded



IAAO Friends of the Library raised
\$8,224 TOTAL
for the Paul V. Corusy Library Trust

*Special thanks
for a generous
donation from
Korpacz Realty
Advisors, Inc.*



IAAO Member Survey

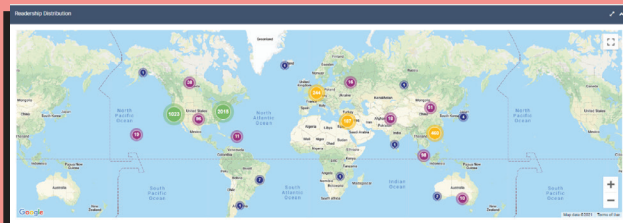
What IAAO programs, products and services have you used in the last 12 months?

90%
Read *Fair + Equitable*
magazine

92%
Read
Assessing Info
newsletter

65%
have participated in
an IAAO webinar,
online/self-study
course, or other
professional
development

75%
are likely to use
their membership
to find an answer
to a professional
question or
challenge.



Did you know?
Searchers in the Research
Exchange hail from **40 countries.**

WE ARE IAAO International Association of Assessing Officers

The mission of IAAO is to promote global excellence in property appraisal, assessment administration, and property tax policy, through innovative professional development, education, research, and technical assistance.

IAAO actively contributes to the growth and success of the mass appraisal industry globally. Individuals and organizations turn to IAAO for guidelines and expertise. Policy makers, regulatory agencies, courts, media and tax payers rely on IAAO guidance, standards and education in mass appraisal. The Association strategically chooses collaborative partners in order to provide exceptional professional development, unsurpassed networking and valuable insights into industry trends. Employers encourage their employees to use IAAO resources because of the proven link to professional success. IAAO membership provides opportunities for mentoring and skill advancement as well as access to professional development and research. Belonging to the association is a "must" for all desiring to grow and succeed as leaders within the mass appraisal industry.

Core Values

- ▶ **Commitment to the improvement** of the property tax system worldwide
- ▶ **Accountability** to the public good
- ▶ **Commitment to excellence** in assessment administration beyond property tax law
- ▶ **Respect** for the worth and dignity of all individuals
- ▶ **Promotion of inclusiveness, fairness and diversity**
- ▶ Obligation to **organizational transparency, integrity, and honesty** in all professional activities
- ▶ Practice of **responsible stewardship of resources**
- ▶ Dedication to excellence, and **maintenance of the public trust**

WE ARE IAAO, AND WE VALUE THE WORLD

**International Association of
Assessing Officers**
314 W 10th Street
Kansas City, Missouri
64105-1616

Phone: 800.616.4226

Email: info@iaao.org

iaao.org



IAAO

INTERNATIONAL ASSOCIATION
of ASSESSING OFFICERS

