



The AAS Case Study Review  
Workshop in El Paso, Texas  
November 28–30, 2017  
*see page 5*

## Now, *This* Is A Problem Property

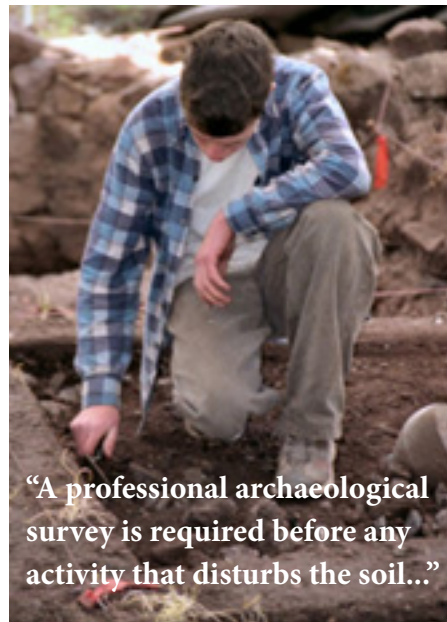
By Rick Stuart, CAE, CDEI

A county assessor recently sent me information about a property that was appealed. It is difficult to believe that one property could have this many issues. The information below is quoted from the property owner.

1. I was shocked to find out there are significant archaeological sites on my property, including human skeletal remains. In addition to the stigma, this impacts any owner's ability to develop the property, especially what is clearly the prime building location where the original home was torn down. This adds uncertainty and substantial cost to any project. A professional archaeological survey is required before any activity that disturbs the soil, even if county permits are not required.

2. There is a dumpsite on the property that has been used by at least since the house was built in the 1890s. A wide variety of trash and construction materials are there, but it also includes batteries, partially full paint cans and oil barrels. I am allowed to remove only the material on the surface. I wanted to truck out the material, but was informed that it is over 50 years old and would require an archaeological survey for that, and probably there are Native American artifacts under that.

Directly below this area is a



**"A professional archaeological survey is required before any activity that disturbs the soil..."**

freeimages.com/JoeZlomek

spanning ground for a species of fish that is a candidate for federal protection.

3. The septic systems need work. Even digging previously disturbed soil requires an archaeological survey.

4. The 28' x 60' house foundation was built for a doublewide trailer, which was not delivered. We were able to salvage the foundation for a box-like stick frame house, but it still looks much like a double-wide, and does not suit the taste of buyers of shoreline properties.

5. During the excavation of the

pool, evidence of a large ancient fire was discovered. After I found out this might be of archaeological significance, I reported it to DAHP (Department of Archaeological and Historical Preservation).

6. I am compelled to disclose the existence of archaeological issues, but bound by the NDA [non-disclosure agreement] with DAHP as to what I can disclose. I have disclosed as much as I can in that area. There are many other issues with the property. I have been warned by the agent handling the property and an attorney to disclose other issues thoroughly to avoid litigation in the event of buyer's remorse.

7. Over one-third of the total acreage is in the 100-year floodplain.

So, let's see if we can recap what we just read:

- If the owner discloses too much, the government could sue them.
- If the owner does not disclose everything, the purchaser could sue them.

And to think, as an appraiser for the jurisdiction, you have to appraise and defend your value. Wow, you have to love this stuff! ❖

# Congrats to New AAS Designees

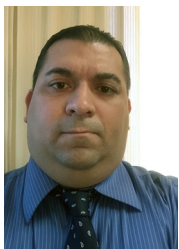
Article and photos reprinted with permission from Chris Bennett and IAAO



**Michael T. Hauke, Jr., AAS**, met the requirements of the Assessment Administration Specialist designation in

December. Mr. Hauke has been the Director of Equalization for Brule County, SD, since February 2013. This is his first role in the assessment profession.

Mr. Hauke holds an accounting degree from Ohio Business College, Sandusky, Ohio. He is a member of the South Dakota Association of Assessing Officers, serving as a member of the Executive Board in 2014 and an officer since 2015. He is currently the only assessor from the state of South Dakota to hold an IAAO professional designation.



**James E. Molnar, AAS**, completed the requirements of the Assessment Administration Specialist designation in December. Mr.

Molnar is the Director of Assessment Administration for the Lucas County Auditor's Office in Toledo, Ohio. He has held this position for the past four years, after serving as the director of the Land Changes (Splits and Combines), CAUV, Adds and

Abates, Special Assessments, Tax Accounting, Forfeited Land, and Exemptions departments.

Mr. Molnar holds a Master of Arts in economics and a Bachelor of Arts in economics with a minor in business administration from the University of Toledo. He is a member of the Hungarian Club of Toledo, the University of Toledo Alumni Association, and Delta Theta–Theta Chi Alumni, serving as secretary, advisor, and vice president. He is also an active volunteer in the Toledo community, serving with the Toledo Warehouse District, Downtown Toledo Improvement District, and Toledo Sister Cities International, among others.



**Benjamin D. Campbell, AAS**, fulfilled the requirements of Assessment Administration Specialist in January.

Mr. Campbell is a Real Estate Analyst for the Clermont County, Ohio, Auditor's Office, where he has been employed for the past two years. Previously, he served as Chief Deputy for the Campbell County, Ky., Property Valuation Administrator for 12 years. Mr. Campbell holds a Bachelor of Science in forestry from the University of Kentucky. ❖



## Always changing...

The appraisal world does not stand still, therefore our workshops do not remain static. The following workshops have already been updated for 2017:

- Valuation of Historic Properties
- Public Relations and Customer Service
- Valuation of Big Box (updated almost every year)

## Others to be updated in 2017:

- Valuation of Barndominiums
- Valuation of Self-Storage Properties
- Valuation of Lodging Properties (updated almost every year)

## Those updated in 2016:

- Unique and Challenging Homes
- Mass Appraisal Analysis and Benchmarks
- Contamination and Valuation Issues
- Appraising After a Disaster or in Traumatic Events
- Valuation of Lodging Properties
- Preparation and Presenting a Valuation Appeal
- Valuation of Green Residential Buildings
- Valuation of Green Commercial Buildings
- Valuation of Residential Land

Have an idea for a new workshop? Contact Fred Chmura, AAS, at [fchmura@teamconsulting.cc](mailto:fchmura@teamconsulting.cc) or Rick Stuart, CAE, CDEI, at [rstuart17@cox.net](mailto:rstuart17@cox.net).

Check out all our workshops on TEAM's website at <http://www.teamconsulting.cc/workshops/workshopoverview.html>. ❖



George Donatello, CMS

## George is the Man!

It was reported in the March 2017 issue of IAAO's Fair & Equitable that George Donatello, CMS, is a 40-year member of IAAO. Now, for those of us who have known George for a long period of time, we are surprised it was only 40 years. We thought he created IAAO! Congratulations, George, and thanks for all that you have done for the organization and the mentoring throughout the years. ❖

## Stuart, TEAM Workshops Well-Received in Missouri



Rick Stuart

Rick Stuart, CAE, CDEI, instructed four days of TEAM workshops for the Missouri Assessor's Association in February. There were 42 students total, but it was a very inter-

esting mix of students. Some were assessors with less than one year in the office because the previous assessor had retired; others were experienced assessors and some staff. The most intriguing was the number of newly elected assessors who will not take office until September.

Wendy Nordwald, Warren County assessor, coordinates the education sessions, and she did a wonderful job of getting most of the newly elected assessors to the class and in the workshop selections. The industry does a very good job of training for the appraisal practice but not for management.

The following workshops were presented: How to be a Better Manager (2 days), Public Relations and Customer Service (1 day) and The Art of Making a Powerful Presentation (1 day). An exam was given on the final morning, and the attendees then received continuing educational credit.

"Rick is an amazing instructor with the skill set to motivate students to interact and participate in classroom activities without fear, hesitation or apprehension," said Wendy. "Rick's professional command of the classroom keeps and captivates the attention of each student, whether a novice, early in a career or the experienced assessor/appraiser." ❖



**IAAO Annual Conference**  
Sept. 24-27, 2017  
Bally's Las Vegas  
www.iaao.org

## Creative Q & A

By Rick Stuart, CAE, CDEI



A county assessor in Nebraska sent the photo above of a very creative structure (?) to several of us and asked how he was supposed to classify and value this item (followed by, "I love my job.")

In response, a fellow assessor was equally creative with the following observation:

"That is a wood deck, plain and simple. You are probably not familiar with the new trend of EPA compliant construction techniques. It is EPA compliant in a number of ways.

(1) It allows rain and snow to

pass through to Mother Earth. (2) It is made of re-purposed materials. (3) It is unstained so as to reduce the use of harmful chemicals. This goes to show you rednecks can be "green," too.

The fact that this is a modular system is pure genius. Since the individual sections are not attached to each other, when the owner gets the urge, he/she can simply rearrange the pieces to create an entirely different aesthetic. Maybe I should start marketing these things!" ❖



### New Workshop: Residential Quality Rating Guidebook: Half-day and 1-day (New 2017)

This workshop can be used as an very abbreviated version of the workshop titled *Residential Quality, Condition and Effective Age*. The purpose of is to provide assistance and guidelines on how jurisdictions can create their own residential quality rating guidebook. Creation of the guidebook will assist in consistency within staff and provides a valuable training tool for new staff. The class will be broken into teams and quality ratings established and compared with other teams. Students will be given a flash drive with a number of photos to work with. Students should bring a laptop or at least one laptop for use by three members from each office.

## Travel Squad



TEAM associates continue to serve in teaching, consulting and speaking capacities. In the first quarter of 2017, we have been in Arkansas, Georgia, Idaho, Illinois, Indiana, Kansas, Mississippi, Missouri, Texas, Washington and Nova Scotia.

Looking for a workshop(s) or professional assistance for your location? Visit our website at <http://www.teamconsulting.cc/>



# Good Reviews for TEAM Workshops

## Idaho

TEAM's Rick Norejko, CMS, and Rick Stuart, CAE, CDEI, presented TEAM workshops in Boise, ID. Both workshops received great reviews. "The American Cadastre," presented by Norejko, was rated 4.8/5.0 overall quality rating. Stuart's course, "Valuation of Big Box," earned 4.7/5.0 for overall quality.

## Washington

Rick Stuart, CAE, CDEI, presented several TEAM workshops in Washington. In Dupont, Wash., he presented "Mass Appraisal Analysis and Benchmarks," and "Development of Capitalization Rates." Most (82–89%) of the participants in each workshop rated the courses very good or excellent.

Stuart also taught the two-day "Residential Quality, Condition and Effective Age Workshop" in Olympia, Wash., and Kennewick, Wash. The workshop earned high praise from participants. Below are a couple of comments:

"Rick's two day training in quality, condition and effective age was presented in one of the most professional organized classes that I have taken. It was evident that his knowledge of appraisal and current and past practices reinforce Rick teaching this course. The course provides clear examples in both quality and condition, with the ability to adjust his course to match your offices current policies. Listing out key factors along with photo support truly defines each different grade. I would encourage anyone or any office that is unfamiliar with current standards in quality and condition or is inconsistent to their surrounding appraisers to take this course."

*Appraiser (2 years of experience), Thurston County*

"The Residential Quality Condition and Effective Year class is expertly taught. The materials provided are perfectly paired with the lecture and enhance the learning experience. Rick doesn't short cut in the amount of material, lots and lots of pictures to help drive home the fundamentals of the class"

*Rikki Davis, Farm Appraiser, Benton County*

## Arkansas

Last month, Rick Stuart, CAE, CDEI, taught two workshops, "Unique & Challenging Homes" and "Manufactured Homes" for Pulaski County, Ark. Comments on "Unique":

- "Informative and updated."
- "Information covers what you really need to know about these types of properties. I would recommend this workshop for any level of appraiser."

Comments on "Manufactured":

- "I thought the material was interesting and the information will help us in the field when we look at manufactured homes."
- "The valuation of manufactured homes was very beneficial to my everyday job and helps me in knowing the differences to look for and how to value them accordingly."

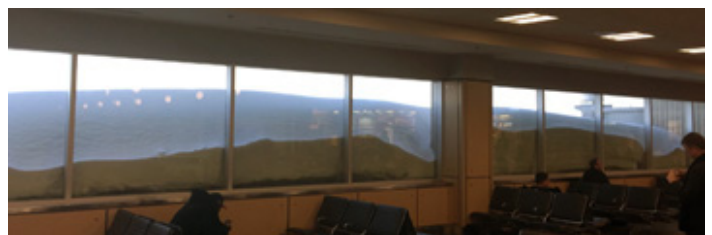
Learn more about all of TEAM's workshops and instructors on our website at <http://www.teamconsulting.cc/workshops/workshopoverview.html>. ❖

## Interesting Buildings

*By Rick Stuart, CAE, CDEI*

Over the years, I have collected a very large number of photos. They are actually in a file titled "Weird Buildings," but I thought a more appropriate title would be "Interesting Buildings." My intention is to publish a couple each issue. If you have pictures that have piqued your interest, email them to me and I will add to the file and the newsletter. [Rstuart17@cox.net](mailto:Rstuart17@cox.net)

The Nova Scotia Airport photo (top) was submitted by Ruel Williamson. This note from Ruel that accompanied the photo is important: "It isn't obvious, but the Nova Scotia Airport picture is unique as this is a picture of the windows from inside the terminal. The snow is about 20 feet deep and drifted halfway up the windows. It didn't strike me while I was in the airport until I couldn't see out to locate the plane." ❖



Novia Scotia Airport



Glass Tree House



Hole House, Texas

# The AAS Case Study Review Workshop in El Paso, Texas November 28–30, 2017

El Paso Texas Central Appraisal District (CAD) is offering the AAS Case Study Review prepared by Fred Chmura, AAS, and Rick Stuart, CAE, CDEI. This 2½-day workshop provides a review of materials and an understanding of the composition of a case study to help prepare for the AAS Case Study Exam. Topics discussed are:

- USPAP
- Effective tax rates
- Property definitions
- Three approaches to value
- Role of the assessor
- Tax policy
- Assessment administration
- Rates and levies
- Economic principles
- Ownerships and rights
- Attributes in an effective tax system
- Ratio studies
- Reassessment planning

Included are multiple problems associated with the assessment and valuation processes, and the workshop will conclude with a practice four-hour case study exam. This is not an IAAO workshop but one developed by TEAM Consulting, LLC.

Between May 2010 and today, approximately 60 candidates have successfully used this workshop material to obtain their AAS designations. This is a workshop that seldom is offered to the general assessment profession. If you are seeking your AAS, this could be the best opportunity you will have to prep for the IAAO exam. You can see various testimonials on the TEAM website from individuals that have used the material at <http://www.team-consulting.cc/aasreview.html>. *This workshop can take months off the time it will take you to prepare on your own.*

El Paso CAD has arranged for Rick Stuart to proctor the actual IAAO AAS Case Study Exam the day following the review class (December 1). *If you are attending the review class and would like to take the actual exam, please contact IAAO to make the appropriate arrangements.*

El Paso CAD will not seek continuing educational credits from any state or local boards but will provide any needed material if a student wishes to seek the credit.

## WORKSHOP INFORMATION

**When:** November 28 – 30, 2017 (Tuesday – Thursday)

**Where:** El Paso Central Appraisal District  
5801 Trowbridge Drive, El Paso, Texas 79925  
Conference Room (Third Floor) • Phone 915-780-2005

**Instructor:** Rick Stuart, CAE, CDEI

**Registration Fee:** \$275

Fee includes the material and class. All materials will be provided at the start of the class.

**Questions?** Please contact Dina Ornelas, EPCAD Administration Dept., at 915.780.2005 or [diornel@epcad.org](mailto:diornel@epcad.org)

**ATTN Students:** It is suggested that students bring a small notebook for use in the practice and actual exam, pencils, erasers and a calculator (even a backup calculator would be good).

## REGISTRATION

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

Entity: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

## PAYMENT

**Cost:** \$275

Send check (payable to El Paso CAD) and registration form to:

El Paso Central Appraisal District  
Attn: Administration Department  
5801 Trowbridge Drive  
El Paso, Texas 79925

*continued on next page*

## Hotel Accommodations

Although there are multiple hotels within a five-mile radius from the El Paso Central Appraisal District (5801 Trowbridge Drive, El Paso, TX 79925), the following are convenient options.



### **Holiday Inn El Paso Airport**

6351 Gateway Blvd. West  
El Paso, Texas 79925  
1-888-465-4329  
915-772-4088 local  
[www.holidayelpaso.com](http://www.holidayelpaso.com)

Distance from El Paso International Airport: 1.9 miles  
Distance from EPCAD: 0.9 miles about 3 minutes driving  
Free shuttle within a 5-mile radius (call for confirmation)  
Convenient to: Wells Fargo Bank, Walgreens, Costco, shopping mall, Taco Cabana, Taco Tote, Starbucks, Dunkin' Donuts, Famous Dave's, Corner Bakery



### **Holiday Inn Express & Suites El Paso Airport**

6666 Gateway Blvd. East  
El Paso, Texas 79915  
1-915-771-6200  
[elpgaafd@tmihospitality.com](mailto:elpgaafd@tmihospitality.com)



### **Hyatt Place El Paso Airport**

6030 Gateway Blvd. East  
El Paso, Texas 79905  
915-771-0022

Distance from El Paso International Airport: 4.7 miles  
Distance from EPCAD: 1.1 mile or 4 minutes  
Free shuttle within a 3-mile radius from 8 a.m. to 5 p.m.  
<http://elpasoairport.place.hyatt.com/en/hotel/home.html>



### **El Paso Marriott**

1600 Airway Blvd.  
El Paso, Texas 79925  
915-779-3300  
<http://www.marriott.com/hotels/travel/elptx-elpaso-marriott>

Distance from El Paso International Airport:  
About 0.3 miles  
Distance from EPCAD: 1.9 miles via Montana Ave., about 8 minutes  
Various eateries within walking distance or by vehicle: Applebee's, Cattle Barron Steakhouse, Chili's, Peter Piper Pizza, various local eateries, and Corner Bakery.



### **Embassy Suites by Hilton El Paso**

6100 Gateway East  
El Paso, Texas 79905  
Tel: +1-915-779-6222  
FAX: +1-915-779-8846  
[http://embassysuites3.hilton.com/en/hotels/texas/embassy-suites-by-hilton-el-paso-ELPGWES/index.html?WT.mc\\_id=zDA01MB2OLG34YX](http://embassysuites3.hilton.com/en/hotels/texas/embassy-suites-by-hilton-el-paso-ELPGWES/index.html?WT.mc_id=zDA01MB2OLG34YX)

### **Wyndham El Paso Airport Hotel and Water Park**

2027 Airway Blvd.  
El Paso, Texas 79925  
1-915-778-4241  
<http://www.wyndhamhotels.com>

### **Radisson Hotel El Paso Airport**

1770 Airway Blvd.  
El Paso, Texas 79925  
Reservations: 1-800-333-3333  
Tel. 1-915-772-3333  
FAX: 1-915-779-3323  
Various eateries within walking distance or by vehicle: Applebee's, Cattle Barron Steakhouse, Chili's, Peter Piper Pizza, various local eateries, and Corner Bakery.

### **Comfort Inn & Suites I-10 Airport**

6645 Gateway West  
El Paso, Texas 79925  
Ph. 915-225-7890  
FAX 915-225-7889  
<https://www.choicehotels.com/texas/el-paso/comfort-inn-hotels/txf02>

Distance from Airport: 2 miles (9 minutes)  
Distance from EPCAD: 1.8 mile (5 minutes)  
Amenities: Free parking, Airport shuttle, Business Center, Wi-Fi, free breakfast  
Nearby restaurants offer Mexican, Asian, and Italian cuisine; also Famous Dave's Steakhouse.

# *See you in El Paso!*





*“An Investment in Knowledge Always Pays the Best Interest.”*  
 — Benjamin Franklin

**TEAM Consulting LLC** is committed to improving the appraisal profession through education. Our experts in property assessment, valuation and mapping have developed a wide range of 1- and 2-day workshops for property assessors, appraisers and staff. Most workshops can be taught either by a TEAM instructor or by a member of your in-house staff. Or you can choose to study the materials on your own. *Find a complete listing of our workshops and instructors on our website <http://www.teamconsulting.cc>*

**WORKSHOPS**

- Appraising After a Disaster or in Traumatic Events
- Unique and Challenging Homes
- Mass Appraisal Analysis & Benchmarks
- Development of Capitalization Rates
- Collection, Interpretation and Model Building of Income and Expense Data
- Contamination & Valuation Issues
- Low-End Residential Properties

**Each TEAM Consulting workshop has been developed to maximize learning and can be tailored to fit your organization’s needs.**

- Valuation of Barndominiums
- Valuation of Self-Storage Properties
- Valuation of Lodging Properties
- Valuation of Historic Properties
- Preparation & Presenting a Valuation Appeal Workshop
- Valuation of Big Box Workshop
- Valuation of Fast Food Restaurants
- Valuation of Green Residential Buildings
- Valuation of Green Commercial Buildings
- Valuation of High-End & Difficult Homes

- Valuation of Residential Land
- Valuation of Manufactured Homes
- Valuation of Mobile Home Parks
- Residential Quality, Condition & Effective Age Workshop
- Reconstructing Income & Expense Statements
- The Art of Making a Powerful Presentation
- How to be a Better Manager
- Public Relations & Customer Service
- How to Teach Adult Students

**Mapping & GIS Workshops**

- Property Photo-models
- Analysis of GPS & Photogrammetric Errors
- Intro to GPS
- Intro to GIS
- GNSS
- Grid vs. Ground in GIS and GPS
- The American Cadastre – The History of Land Ownership in the United States
- The American Cadastre – The Principles of Property Law for Appraisers and Cadastral Mappers
- The American Cadastre – The Rest of the Story

**Many of the workshops are also available as a self-study program, so you can learn at your own pace.**

**AAS CASE STUDY REVIEW**

*“I successfully completed the AAS Case Study Exam this year after completing the Team Consulting LLC review course.”* —J Brent Weisner, AAS

*“Team Consulting’s AAS Case Study Review class prepared me to take and pass the IAAO’s case study exam on my way to earning my designation. The information presented ... mirrors the material on the new Case Study exam that the IAAO has recently implemented in their designation program.”*

—Aaron Suozzi, AAS

*Read more endorsements at <http://www.teamconsulting.cc/aasendorsements.html>*



**Contact:** Fred Chmura, AAS, [fchmura@teamconsulting.cc](mailto:fchmura@teamconsulting.cc) or Rick Stuart, CAE, [rstuart17@cox.net](mailto:rstuart17@cox.net)