



Happy New Year!

Motel/Self-Storage/Funeral Home: Life in Small Town America

By Rick Stuart, CAE

In my travels, often a small group of people is forced together for a period of time, such as a flight delay, and conversations gravitate to such items as *Where did you grow up?* Generally, someone will start the conversation and say they are from a small town of 30,000, and the next person is from a smaller town of 12,000.

I just sit back and wait for it. Then I say I grew up outside a town of 200. Everyone had more people in their graduating class than we had in first – 12th grades. I met and married Holly, a big-city girl from a mid-Missouri town of almost 2,000. This big city is really the idea behind this story.

Holly is one of seven children. Her parents had a small home, and when Christmas gatherings occurred with children, spouses, grandchildren and great-grandchildren, the house was way too small for everyone to stay. So, for several days around Christmas, our home-away-from-home was the Salisbury Inn with the family occupying about 75% of the motel.

Over the years there were multiple entertaining stories about our stays. Keeping in mind that it is Christmas and cold, some of the more interesting ones are heat quitting in the middle of the night, hot water stopping in the middle of showers, and, the all-time classic, the



A historical property photo of the former Salisbury Inn, our holiday home-away-from home.



The inn transformed into self-storage units.

brackets failing and the TV they supported crashing onto the bed below. Fortunately, no one was in the bed.

A principle that always faces us as appraisers is change. Well, change came to the Salisbury Inn in the highest and best use as self-storage units. There went the luxury accommodations! The lodging choices then became a local bed and breakfast with only three rooms or driving 30 miles to another town.

Well, some lodging relief has finally come to Salisbury: two rooms are now available on the funeral home website. Yes, you read that correctly. Although this lodging sounds kind of creepy, I can assure you it is a temporary residence versus the more permanent at the funeral home. Perhaps a separate



The newest lodging option: two rooms and a Subway across from the funeral home (below).



website would be a good idea.

When you query for the lodging, it does take you to the funeral home's website. The good news is the two units are actually in a strip center across the parking lot from the funeral home, and there is also a Subway for your hunger pangs.

On a recent visit, Holly and I stayed in the smaller of the two

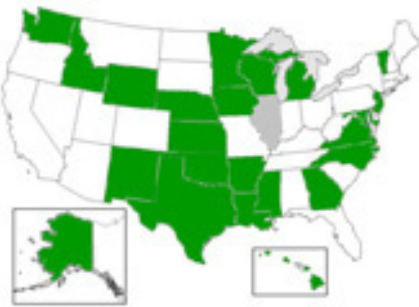
continued on next page

rooms, which was very large. The appraiser side of me noticed some functional problems: (1) One light switch for all the overhead florescent tube lighting, (2) an extremely loud bathroom fan that was directly wired with the light switch, and (3) the worst by far, the television did not work and thus no football.

As a result of a small ice storm, we spent another night, but this time in the larger room. It was extremely large. While the first two functional problems were the same as before, the third one was different: the televisions worked but did not have the ESPN channel and thus NO FOOTBALL!

Ahh, small town life! One general conclusion is obvious: funeral home directors are not good lodging developers—at least not of the temporary kind. Happy 2016 and may all your travels lead you safely back home. ❖

Travel Squad



TEAM associates continue to move about the country. See the map above to track where we have been recently.

Whether you are seeking a workshop, a speaker at your next meeting or other professional services, TEAM can help. Contact us today!

Fred Chmura, AAS

fchmura@teamconsulting.cc
860.974.1354.

Rick Stuart, CAE

rstuart17@cox.net
785.259.1379



Lath Harriss

TEAM Welcomes Lath Harris

We are pleased to announce that R. Latham “Lath” Harris, CAE, SRA, has joined TEAM Consulting.

Lath entered the appraisal/assessment profession in 1972 upon graduation from North Carolina State University. During his 40-plus-year career in the Sumpter County, SC, assessor’s office as the department manager, he oversaw the operations of three computer software conversions, seven county-wide reassessment programs, and the conversion to a GIS program.

In 1987 Lath founded Harris Appraisal Company and gained experience in the fee appraisal business. Lath’s experience in both private and governmental services gives him an unique outlook on problems surfacing daily in the assessment profession.

Lath can be contacted at:
103 Conyers St., Sumter, SC 29150
803-651-1470 • lath@heybo.com ❖

About Lath

- Bachelor’s degree in Economic Theory, N.C. State University
- Master’s degree in Public Administration, Troy State University
- Participant in the University of South Carolina Management Development Program
- IAAO Designation RES and CAE
- Appraisal Institute Designation SRA
- IAAO Senior Instructor
- ASB Certified USPAP Instructor, 2001 to present
- South Carolina Certified Appraiser License

Leadership Positions:

- Member IAAO Executive Board 2003-2005
- Member Board of Trustees, The Appraisal Foundation 2005-2012
- Member of IAAO Committees; USPAP; and Appraiser Regulatory, Research & Technology; Chair of Jeff Hunt Trust

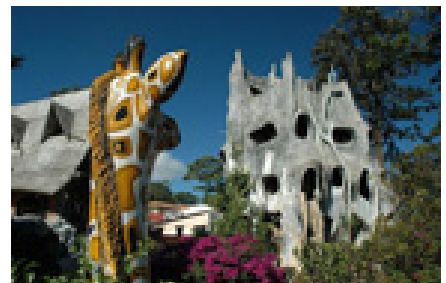
Interesting Buildings

By Rick Stuart, CAE

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 month. If you have pictures that have piqued your interest, email them to me, and I will add to the file and the newsletter.



Container City, London



Crazy House, Vietnam

New AAS Designees

Reprinted from IAAO's Fair & Equitable with permission from Chris Bennett & IAAO.

TEAM is proud to recognize more new AAS designees who have used our case study review material. *Congrats!* and *Great Job!* to all the new designees.



Jack W. Manion, RES, AAS, earned his Assessment Administration Specialist designation in October 2015. Mr. Manion, RES, AAS, has

been a Senior Land Analyst for the Sedgwick County Appraiser's Office in Wichita, Kan., for the past three years. Prior to that, he served in the office as an Appraiser I, Appraiser II, and Appraiser III. Jack is an executive board member of the South Central Kansas Chapter of IAAO.



Douglas "Berkley" Rose, Jr., AAS, completed the Assessment Administration Specialist designation requirements in October of this year

[2015]. Mr. Rose recently became the Property Assessment Manager for the Butler County, Ohio, Auditor's Office after spending over 19 years with that office. During this time, he served as Project Manager for the county's 2014 six-year cycle reappraisal.

Prior to his employment with Butler County, Douglas was employed by Tyler Technologies during the county's 1996 reappraisal. He earned a diploma in business computer applications from Brown Mackie College and attended Southern Ohio College.

Douglas shares his knowledge by providing training to staff members in his office on various assessment-related topics. He is

an SRA designated member of the Appraisal Institute and a member of the National Association of Realtors at the local, state, and national levels. Douglas was honored to receive the Tyler Technologies Public Sector Excellence Award in 2012.



Angela Bellard, RES, AAS, earned the Assessment Administration Specialist designation in October of this

year [2015]. Ms. Bellard is the Chief Appraiser for the Jefferson County Appraisal District in Beaumont, Texas. She has been employed by this office for 29 years, with her first exposure during her junior year of high school as a VOE student. During her time with this office, she has served as the Senior Clerk, Records Management Officer, and Senior Appraiser before becoming Chief Appraiser this year [2015].

Angela holds a certificate in paralegal studies and an associate degree and obtained her state license in 1997. She obtained her IAAO RES designation in 2011 and serves as the Texas IAAO Chapter's Secretary/Treasurer.



William T. Jones, AAS, earned his Assessment Administration Specialist designation in October of this

year [2015]. Mr. Jones has been a commercial mass appraiser for the Sedgwick County Appraiser's Office in Wichita, Kan., for eight and one-half years, serving as the Senior Commercial Land Analyst for the past five years. Prior to his position with Sedgwick County, Kan., William was a fee appraiser for one and one-

half years in Arizona.

Before beginning his career as an appraiser, he was a police officer in Tucson, Ariz., for approximately 15 years. William holds a bachelor's degree from Arizona University. He is an active member of the South Central Kansas Chapter of IAAO, serving as an executive board member.



Ryan DeLeon, RES, AAS, earned his Assessment Administration Specialist designation in October of this year [2015]. Mr.

DeLeon is currently employed by the Sedgwick County Appraiser's Office in Wichita, Kan., as an Appraisal Modeler II, a position he has held for two years. He has been an appraiser with this office for five years. Ryan holds a bachelor's degree in business administration from Wichita State University, majoring in finance with an emphasis in real estate. He is a Registered Mass Appraiser in the state of Kansas and earned his IAAO RES designation in March of 2015.



Patrick J. DeWitt, AAS, completed the Assessment Administration Specialist designation requirements in October of this year

[2015]. Mr. DeWitt is a Commercial Real Estate Appraiser with the Sedgwick County Appraiser's Office in Wichita, Kan., and has been for the past two years. Prior to that, he was a Residential Real Estate Appraiser for six years and served in the United States Army for nine years, stationed in several different countries abroad.

Patrick earned a diploma in information technology from Wichita Technical Institute. He is a Registered Mass Appraiser in the state of Kansas and has previously served as Vice President of the South Central Kansas Chapter of IAAO. ❖

TEAM Consulting Announces 2016 AAS Case Study Review Workshops

February 24–26, 2016 • Houston, Texas
June 28–30, 2016 • Manhattan, Kansas

This workshop can take months off the time it takes you to prepare on your own!

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 to be discussed:

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

Included are multiple problems associated with the assessment and valuation processes, and the workshop will conclude with a practice four-hour case study exam with the answers provided. *This is not an IAAO workshop but one developed by TEAM Consulting, LLC.* Cost for the workshop is \$275.

For more information, including a registration form, go to **AAS Workshop Schedule** on the TEAM website. For questions, contact Rick Stuart, CAE, at rstuart17@cox.net or 785.259.1379.

It Works! More Praise for AAS Case Study Review

I want to take a moment to thank you guys for putting together the AAS Case Study Review materials that I purchased from TEAM last January. I sat for the 8-hour exam yesterday and the study materials were very helpful in preparing me for the topics covered on the exam.

I sat for the AAS Master exam and studied the same materials in your AAS Case Study Review. Your material was helpful in taking both the AAS Case Study and Master exams in that it narrowed the scope of material to study from everything in the property assessment and valuation universe to controllable, structured topic areas.

—Richard Sanderson, AAS
Washington DC & Oregon

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 in the class mirrors the material on the new case study exam that the IAAO has recently implemented in their designation program. Thanks Rick, Marion and the entire Team Consulting organization for helping me further my assessing career.

—Aaron Suozzi, AAS
Indiana

*Need that extra boost for your AAS but can't attend a workshop? Purchase **the self-study review material** on the TEAM website.*



Updated workshops:

- Valuation of Lodging Properties
- Mass Appraisal Analysis & Benchmarks
- Valuation of Big Box Properties

Newly completed workshops:

- **How to Teach Adult Students.** If you need a challenge in life, this could be it. There is nothing more rewarding to an instructor than to see the proverbial lightbulb go on when a student grasps what you are telling them or when students use the classroom to advance their careers. Along with those successes, come some tough moments where you wished you could have done more.

This one-day workshop will identify what an adult student is, their concerns and fears, and how to help them be successful in the classroom setting. This workshop can also be used as a train-the-trainer session.

- **Contamination & Valuation Issues.** This one-day workshop deals with unique appraisal problems resulting from contamination and other issues. The workshop uses case studies developed from actual market data and steps the participants through the appraisal process of measuring value and/or value loss. Topics include mold, mercury, meth labs, asbestos, ground contamination, oil spills, fracking, sinkholes, Chinese drywall, laminate flooring, snake infestations and stigma. This workshop discusses how to establish and use benchmarks from the market.

- **Unique & Challenging Homes.** This one-day workshop deals with unique and challenging homes. The workshop uses actual data to

continued on next page

determine the valuation processes for these homes. Topics include valuation of the following home types: tiny, shipping container, straw bale, hemp, floating, yurts, tipis and other weird and unusual homes. Discussions will include valuation by the cost and comparable sales approach.

Check out all the TEAM Workshops at on our website at <http://bit.ly/1gCkskG>.

Not seeing the workshop you want? Contact TEAM to develop a workshop that meets your needs. Contact Rick Stuart, CAE, at rstuart17@cox.net or 785.259.1379. ❖

Students Continue to Praise Our Workshops

Rick Stuart, CAE, presented several TEAM workshops in Round Rock, Texas, in October 2015. A recap of the class ratings is shown below.

Collection, Interpretation & Model Building of Income & Expense Data:

67% Excellent, 33% Good

Development of Capitalization

Rates: 67% Excellent, 33% Good

Residential Quality, Condition &

Effective Age: 89% Excellent, 11% Good

Preparation & Presentation of a

Valuation Appeal: 78% Excellent, 11% Good, 11% Fair

Rick presented additional workshops in Waco, Texas, in November: *Valuation of Barndominiums* and *Valuation of High-End Residential Properties*. Both had ratings of 4.9 out of 5. He also presented *The Valuation of Lodging Properties* at the Texas Rural Chief Appraiser's Conference in Austin.

Next month, Rick will present *The Valuation of Big Box Properties* at the annual Texas Association of Appraisal Districts meeting in Dallas. ❖

Now Available: Video Explaining Appraisal Process to Property Owners

TEAM Consulting, LLC and 502 Media Group have produced an award-winning video that explains the fair and equitable appraisal process. This clear and concise tool provides a quick and convenient way to deliver your message.

Video Answers Common Questions About Appraisals

As an appraiser or assessor, you spend countless hours answering questions and fielding appraisal appeals from taxpayers. With each question, it's undeniable that there is widespread confusion about the appraisal process. Often taxpayers are unclear on exactly how appraisers determine a property's worth. This confusion can lead to unnecessary misunderstandings.

We have created a solution that is more effective than presentations, brochures or phone calls:

A custom-branded animation that explains this process in terms that are easy for anyone to understand. The video can be uploaded to your website or your YouTube channel for easy access by your property owners. And it is available in English or Spanish. See for yourself! Preview the English version above.

Let the Video Do the Explaining

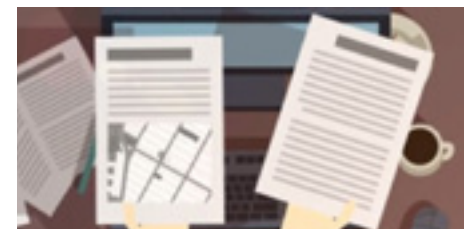
Our goal is to help communicate the appraiser's role in determining fair property values. Our video breaks down each part of this process to clear up any misunderstandings that may exist around property



CLICK ON THE APPRAISER VIDEO PREVIEW ABOVE

See for yourself!

Preview the Appraiser video above or the Assessor video below. Once you are ready to order your customized video, simply complete the order form online [here](#).



CLICK ON THE ASSESSOR VIDEO PREVIEW ABOVE

appraisals. Appraisers and property owners alike will appreciate the easy-to-understand information.

Save Time: Yours & Property Owners'

Fielding questions and processing appeals from taxpayers takes time. Using this video to answer common questions frees you to focus on other demands of your job. ❖

CLICK HERE TO ORDER YOUR CUSTOMIZED VIDEO TODAY!