



Education at a Man Camp

By Rick Stuart, CAE



The Pecos Lodge, an impressive man camp facility owned and operated by Target Logistics, in Pecos, Texas.

I was asked by the Pecos Central Appraisal District (PCAD) in Pecos, Texas, to present my one-day workshop on Public Relations and Customer Service on May 28. PCAD was the host for the workshop with invitations extended to the other assessment/collection offices in the Permian Basin. In case, like me, Pecos was not a location you are familiar with, it is located approximately 80 miles west of Midland and 200 miles east of El Paso.

The following information from Wikipedia.org provides some more background and perspective on the area:

The Permian Basin is a sedimentary basin largely contained in the western part of the U.S. state of Tex-

as and the southeastern part of the state of New Mexico. It reaches from just south of Lubbock, Texas, to just south of Midland and Odessa, extending westward into the southeastern part of the adjacent state of New Mexico. It is so named because it has one of the world's thickest deposits of rocks from the Permian geologic period. The greater Permian Basin comprises several component basins: of these, Midland Basin is the largest, Delaware Basin is the second largest, and Marfa Basin is the smallest. The Permian Basin extends beneath an area approximately 250 miles (400 km) wide and 300 miles (480 km) long.

The Permian Basin gives its name to a large oil and natural

gas producing area, part of the Mid-Continent Oil Producing Area. Total production for that region up to the beginning of 1993 was over 14.9 billion barrels (2.37×10⁹ m³). The towns of Midland and Odessa serve as the headquarters for oil production activities in the basin.

The workshop was held in a man camp facility. A man camp is a facility where the workforce associated with the oil and gas industry is housed and often fed. Man camps may consist of multiple-tenant manufactured homes, modular housing and even recreational vehicles. This man camp was owned and operated by Target Logistics. The following information was obtained from their website, <http://www.targetlogistics.net>.

Camp management your way.

Whether you're building a temporary workforce in the oil fields or operating a modular housing facility at a copper mine, you need someone onsite to handle every detail. From facilities management to HSE programs, our lodge managers listen to your needs and then create a program that meets them. Experience, leadership, and superior support services enable them to provide the perfect balance of economy, flexibility and quality anywhere in the world. In addition, we ensure that you always know where you stand at the end of the day, the week, the month and the quarter.

Our oil field housing and camp management services include: Accounting, security, com-

munications, maintenance/house-keeping, laundry, HSE, construction and quality control/assurance.

The January 2013 press release announcing the grand opening of the Pecos facility lists what is present in the property.

Located at 23 County Road 116 in Pecos (Southwest side of U.S. Hwy 285 and County Road 116 just south of Interstate 20), the Pecos Lodge employs approximately 20 people and features:

- 90 bedrooms in Phase One with private bathrooms
- Target Logistics Hibernator Sleep System™ with pillow-top full-size mattresses
- Individual climate controls, ceiling fans, desks, chairs and full-size closets
- 37" flat-screen televisions with cable access and DVD players, free Wi-Fi throughout
- Kitchen and dining area open 24-hours serving three hot meals daily
- Outdoor swimming pool, barbecue areas, horseshoe pits and basketball court
- Recreation building with televisions, pool tables, ping pong and gym with state-of-the-art equipment
- Housekeeping services and free self-service laundry
- Target Market™ convenience store
- Community meeting room
- Secure, well-lit parking, 24-hour security and controlled entry access cards



The dining area and a typical (and tasty!) meal.



The swimming pool area.

The facility now houses 120 people. My class was held in the recreation building, and we had lunch in the dining area followed by a tour. The building by the swimming pool area is being converted into a fastfood restaurant.

The housing consists of manufactured homes with the wheels left on the homes, and there are three units per home and one water heater for all the units. Each living unit has a bed, closet and bathroom and is approximately a 10' x 12' room.

Three different companies currently have employees housed at the Pecos Lodge facility, and they pay a monthly fee per employee to Target Logistics and that fee includes all of the above.

This was my first man camp

experience. Fortunately, it was very different from some of the horrible man camp stories I have heard in the past. I was very impressed by the operation in Pecos. ❖



Rick Stuart, CAE

Rick is a former elected assessor in Missouri and appointed appraiser for Kansas. A senior IAAO instructor, he now teaches and develops courses on appraisal, public relations/customer service, and management. He assists individuals and jurisdictions in developing and improving their staff and office procedures and with issues pertaining to modeling and market valuations. He is the recipient of several IAAO awards, including 2008 Instructor of the Year.

Open Enrollment Workshops

These upcoming TEAM workshops are open for anyone to attend

► July 22, Boise, ID

- Data Collection, Interpretation & Model Building of Income & Expense Data
- Customer Service & Public Relations
- Appraising After a Disaster or in Traumatic Events
- Valuation of Barndominiums
- Valuation of Self-Storage Properties
- Preparation & Presentation of a Valuation Appeal

Contact: Jan Barnard 208.334.7733
jbarnard@tax.idaho.gov

► July 29 - 30, Rapid City, SD

- Residential Quality, Condition & Effective Age

Contact: Shannon Rittberger
605.394.2175
shannonr@co.pennington.sd.us

► Sept. 4 - 6, Manhattan, KS

- Residential Quality, Condition & Effective Age
- Valuation of Manufactured Home Parks

Contact: Cindy Brenner
620.873.7449
kcaa@sbcglobal.net

Continuing Ed Credits

Q Are TEAM workshops approved for IAAO continuing education credits for my designation?

A The IAAO will accept conferences, seminars, workshops, etc., toward recertification credit—as long as the offering pertains to the assessment/appraisal world. The offerings do not require pre-approval.

► Nov. 4 - 9, Round Rock, TX

- Valuation of Barndominiums
- Reconstructing Income & Expense Statements
- Data Collection, Interpretation & Model Building of Income & Expense Data
- Valuation of Lodging Properties

Contact: Doris Koch 512.467.0402
dkoch@taad.org

► AAS Case Study Review

Nov. 6 - 8, Alliance, OH
Contact: Robert Graham, AAS
330.935.2997
OhioAdValorem@neo.rr.com

Dec. 3 - 5, Houston, TX
Contact: Rick Stuart, CAE
785.259.1379
rstuart17@cox.net

See ad on page 4 this newsletter for more information. ❖



What is a Plant?

By Bob Lehn, Pickett & Co.

When the West, Texas, grain and fertilizer distribution site suffered a catastrophe, it was called a “fertilizer plant.” Since there is a trade or a service at an establishment with structures and some machinery and equipment, people may refer to it as a plant, as the media did.

An engineer, in particular, will check for manufacturing or processing, usually with built-in structures, piping, machinery and equipment, before calling a site a plant. Those few of us who actually inspect and appraise fertilizer plants know they are really chemical processing facilities. Therefore, they are at the manufacturing or processing level.

The West facility was a wholesale/warehouse operation, with blending and storage to distribute grains and fertilizers (ammonia and UAN). UAN is a solution of urea and ammonium nitrate in water used as a fertilizer. As appraisers/assessors, we need to understand this level of trade or of manufacture. None of this discussion, of course, matters to those affected by the explosions, for whom we pray. ❖



We Are Everywhere

In the past three months, TEAM members taught or did contract work in the following states: Arkansas, Florida, Hawaii, Indiana, Kansas, Louisiana, Minnesota, North Dakota, Rhode Island, South Carolina, Texas, Virginia and New Mexico as well as in Nova Scotia. Please contact us if we can be of assistance in your neck of the woods. ❖

More AAS Success!

Congratulations to Teresa Short, AAS, for obtaining her designation! Teresa is a real estate supervisor for Fulton County in Wauseon, Ohio. She used the TEAM AAS Case Study Review material to help her prepare for the IAAO exam.

About TEAM's AAS Case Study Review

The purpose of the AAS Case Study Review is to provide a review of materials and an understanding of the composition of a case study to help prepare for the AAS Case Study Exam. It emphasizes the most prevalent items to study for, although it cannot be all-inclusive of what may actually be on the exam. Topics include: USPAP, rates and levies, effective tax rates, economic principles,

property definitions, ownership and rights, three approaches to value, attributes in an effective tax system, role of the assessor, ratio studies, and tax policy. Included are multiple problems associated with the assessment and valuation processes, and the workshop concludes with a four-hour case study exam followed by a review of the answers. ***This is not an IAAO workshop but one developed by TEAM Consulting, LLC.***

To set-up the workshop, contact Rick Stuart at rstuart17@cox.net or call 785.259.1379. You may also choose to use a local instructor to present the workshop. Or you may order the complete workshop as a self-study guide by going to: http://www.teamconsulting.cc/images/AAS_Order_Form_2010.pdf ❖

 Don't miss the opportunity to participate in a live review class later this year. See the ad below or visit <http://www.teamconsulting.cc/aasreview/december2013workshop.html>

Meet Our TEAM

Learn more about our highly qualified consultants on our website <http://www.teamconsulting.cc/teamconsultants.html>.

- Brent Bailey, ASA
- Kishin Bharwani
- Fred Chmura, AAS
- Ed Crapo, CFA, ASA, AAS
- Keith Cunningham, PhD
- Pete Davis
- George Donatello, CMS
- Lynn Gering
- Marion Johnson, CAE
- Dan Muthard
- Richard Norejko, CMS
- Henry Riley, CAE
- Pam Ringer
- Ron Schultz, CFA
- Rick Stuart, CAE
- Ken Voss, MAI, SRA, CAE



Workshop Topics:

- 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 concludes with a 4-hour case study exam followed by a review of the answers. ***This is not an IAAO workshop but one developed by TEAM.***



AAS Case Study Review Workshop

**December 3–5, 2013 • Harris County Appraisal District
13013 Northwest Freeway • Houston, Texas**

TEAM Consulting LLC will present **AAS Case Study Review** December 3–5, 2013, at the Harris County Appraisal District in Houston, Texas. 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. The focus will be on the most prevalent items to study for but will not be all-inclusive of what may actually be on the exam.

Since May 2010, over 30 candidates have successfully used TEAM's AAS Case Study Review materials to obtain their AAS designations. If you are seeking your AAS, this may be your best opportunity participate in TEAM's live workshop to help you prep for the IAAO exam. Let us help you achieve your goal!

Cost for the workshop is only \$300, which includes course materials. More information, including a registration form, is available on the TEAM website at <http://www.teamconsulting.cc/aasreview.html>. For questions, contact Rick Stuart, CAE, rstuart17@cox.net or 785.259.1379.

<http://www.teamconsulting.cc/aasreview/december2013workshop.html>

Praise for TEAM Consulting

■ **Kudos for TEAM.**

Because of the high level of respect Marion Johnson, CAE and Rick Stuart, CAE have earned as colleagues of numerous Kansas county appraisers, as well as their contribution to TEAM Consulting's reputation in the mass appraisal consulting field, I was very confident in choosing them to evaluate the Lyon County commercial appraisal program.

They identified problems, formulated a plan of corrective action, and developed current and defensible valuation tables necessary to timely finalize commercial market values for the 2013 valuation year. Additionally, their efforts met my objectives by giving me and my staff a solid commercial valuation database with which to build upon

for future years, as well as a better understanding of the fundamentals of collecting and analyzing commercial data. I would highly recommend them.

—Gary Stapp,
Lyon County Appraiser
Emporia, KS

■ **Dear TEAM Consulting,**

In late January early February I had contracted with TEAM and specifically Rick Stuart to come into our office and review our data, approach and stratification to the assessment process.

Rick also looked at office efficiency and structure as far as job descriptions and organizational charts to ensure that we were operating at the level we needed to meet our operational goals.

He is a true problem solver and offered very cost effective and practical approaches to the solutions we needed. We work in a software environment that he had not had any experience in, but through his examples and common-sense approach to our data he demonstrated that the software didn't matter; what mattered was the "correct approach." His use of technology and innovative ideas allowed us to be so much more efficient and precise.

He came into our office with the spirit of respect to everyone, regardless of the position my employees hold, allowing each one of them the opportunity to participate and learn. That trait is rare, and it's a trait that I really appreciated, as we are a TEAM in this office and each and every one of us really appreciated that about him.

I highly recommend any assessor wanting to improve their assessment approach or data stratification to work with TEAM Consulting! They are so progressive in their thinking and approaches that no doubt you will be satisfied with their work.

—Cynthia L. Rogers
Assessor
Johnson County Assessor's Office
Buffalo, WY

79th Annual International Conference on Assessment Administration

August 25–28, 2013

DeVos Place • Grand Rapids, Michigan



Fred Chmura, AAS

The Big 4-0

Congratulations to TEAM's principle partner, Fred Chmura, AAS, for being an IAAO member for 40 years. Have a glass of wine, Fred, and celebrate this milestone.



Leaders in property assessment & valuation

What is TEAM Consulting All About?

TEAM Consulting is a network of experienced “problem solvers” who can offer cost-effective and practical solutions to both large and small assessment jurisdictions. The core of **TEAM Consulting** is our vision, mission and values. These items are the key elements that guide **TEAM** in creating innovative solutions and partnerships that have the potential to change assessment administration and property valuation today and in the future.

Our Vision

TEAM’s vision is two-fold. First, our vision for the future of assessment administration and property valuation is to help build systems that are technologically efficient, cost-effective and valuable to the publics who depend on them for information. Secondly, our vision for **TEAM** is to become a recognized leader who can make a difference in assessment administration and property valuation by creating a link to all parties involved in this process. Third, **TEAM** is a strong advocate of education and will create or assist in the creation of specialty designed educational workshops and courses.

Our Mission

“To enable the emergence of a new technology and innovative concepts and ideas to improve the performance of assessment administration and property valuation processes for the benefit of our customers and taxpayers who we all work for.”

Our Values

TEAM’s values are central to who we are as individuals and as a team. Following are our primary values:

Respect – appreciating and valuing diverse perspectives; building relationships based on trust; and relating to others as individuals, without regard to role, authority, skill, experience or compensation.

Creativity – comes from thinking progressively and being open to the new concepts and ideas that have the potential to work better in the future and bring us closer to our mission.

Performance – takes many forms, but at its essence, this value reflects our desire for achievement, quality, professionalism and success.

Growth – comes out of education, learning from the examples of others and reflecting on our experiences in order to gain insights into how we can improve.

Purpose – knowing why we are doing something, which results in being more effective in our work. When we have purpose for our individual efforts that connects to the purpose of our group and corporate efforts, we have consistency of purpose as an organization.

Service – focusing on others rather than purely on us. Service drives our mission to create something that is of value to others.

Ethics – we subscribe to a code of ethics and the highest standards of our profession.

www.teamconsulting.cc