



## Abstract of Title

Rebuilding New Orleans caused residents often to be challenged with the task of tracing home titles back potentially hundreds of years. With a community rich with history stretching back over two centuries, houses have been passed along through generations of family, sometimes making it quite difficult to establish ownership. Here's a great letter an attorney wrote to the FHA on behalf of a client.

A New Orleans lawyer sought an FHA loan for a client. He was told the loan would be granted if he could prove satisfactory title to a parcel of property being offered as collateral. The title to the property dated back to 1803, which took the lawyer three

Before final approval can be accorded, it will be necessary to clear the title back to its origin.

months to track down. After sending the information to the FHA, he received the following reply. (Actual reply from FHA):

Upon review of your letter adjoining your client's loan application, we note that the request is supported by an Abstract of Title. While we compliment the able manner in which you have prepared and presented the application, we must point out that you have only cleared title to the proposed collateral property back to 1803. Before final approval can be accorded, it will be necessary to clear the title back to its origin.

Annoyed, the lawyer responded as follows. (Actual response):

Your letter regarding title in Case No.189156 has been received. I note that you wish to have title extended further than the 206 years covered by the present application. I was unaware that any educated person in this country, particularly those working in the property area, would not know that Louisiana was purchased by the United States from France, in 1803, the year of origin identified in our application.

For the edification of uninformed FHA bureaucrats, the title to the

land prior to U.S. ownership was obtained from France, which had acquired it by Right of Conquest from Spain. The land came into the possession of Spain by Right of Discovery made in the year 1492 by a sea captain named Christopher Columbus, who had been granted the privilege of seeking a new route to India by the Spanish monarch, Queen Isabella.

The good Queen Isabella, being a pious woman and almost as careful about titles as the FHA, took the precaution of securing the blessing of the Pope before she sold her jewels to finance Columbus's expedition. Now the Pope, as I'm sure you may know, is the emissary of Jesus Christ, the Son of God, and God, it is commonly accepted, created this world. Therefore, I believe it is safe to presume that God also made that part of the world called Louisiana. God, therefore, would be the owner of origin and His origins date back to before the beginning of time, the world as we know it, and the FHA. I hope you find God's original claim to be satisfactory. Now, may we have our loan?

The loan was immediately approved. ❖



The 25th Annual KAM (Kansas Association of Mappers) Conference was held during the second week of October 2010 in Wichita, Kansas. The conference was the beginning of our 25th year as an organization, and we kicked it off with the KAM Gala on the first evening of the conference. KAM invited all Past Presidents to attend the Gala and a few founding members volunteered to share some of their experiences about the beginning of KAM and the multiple mapping projects taking hold across Kansas at that time. A champagne toast launched the evening's festivities.

George Donatello, our Founding Father, was the MC (Master of Ceremonies). George kept us remi-



Flag of Bhutan

In an effort for you to get to know our **TEAM** consultants better, we are asking them to tell us two things you might not know about them. First, we asked principal consultant George Donatello, CMS, who is known for his collections, what he collects that is really unusual and what he is working on around the house that might be of interest. Here's George's response:

"I really have lots of hobbies and collections, but one of my favorites

nising and laughing throughout the evening. He introduced the lineup of speakers which started with Tim Hensley.

KAM annually presents a George Donatello Lifetime Achievement Award as a tribute to the leadership of George as is described on the KAM website as follows:

This award will recognize a member (or retired member) who has made significant contributions to KAM and to the mapping community over a period of fifteen or more years. Examples of their contributions could include active service on the executive board and/or KAM committees together with making presentations, recruiting new members, writing articles for the newsletter or other KAM/mapping publications and working to promote the mission/objectives of the Association. ❖

*Reprinted with permission from the Kansas Association of Mappers.*

## Getting to know the TEAM

is collecting stamps from Bhutan. Bhutan is a small country in South-east Asia between Indian and Tibet in the Himalayas mountains. They have some of the most unusual postage stamps in the world, and since I have been collecting stamps for more than 50 years, I have seen some unusual stamps.

"What is unusual about Bhutan stamps are the unusual colors, textures and materials that they are made of. For instance, they have stamps that are records—and yes, you can play them on a record player. They also have stamps made of silk, rose-perfumed paper (rose stamps), 3-D, stainless steel, and the latest CD ROMs. Their stamps are all

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Sidwell is an industry leader of GIS solutions for cadastral mapping and land-records management, and a provider of aerial photography, software development, and photogrammetric services.

Sidwell is known nationally for their successful Parcel Builder™ product, an extension to ESRI®'s flagship GIS software, ArcGIS® 9.3. Sidwell has been recognized as a Foundation Partner by ESRI multiple times (in 2003 and 2008), underscoring the company's commitment to providing premier GIS solutions and services using ESRI technology.

real and are used for postage. I can't wait to see what is next.

"My latest project around the house is the construction of a 10,000 gallon outdoor Koi pond and falls in the back yard. I have always wanted to live on the water, and since we are hundreds of miles from the shore, I decided to build my own water feature. The pond when completed (2-3 months) will be approximately 15' x 25' x 4' deep and be the habitat for Koi, water plants of all types, and other critters. We are so looking forward to feeding the fish and enjoying the restful sound of the water falls leading into the pond. Keep your fingers crossed that we don't spring a leak!" ❖

# County Profile: Alachua County

Each issue, *Staying Appraised*, will profile one of Florida's 67 counties. Naturally, the easiest way to start is alphabetical, so Alachua County is our first!

The Timucuan Indians could be considered the first inhabitants of the fertile soils and clear springs of Alachua County. The area's natural beauty attracted Spanish and English explorers in the 1700s. Unable to control the region from afar, Spain ceded the area to the United States in 1821.

War between the Seminole Indians and the United States Army barely slowed the growth of Alachua County, as the Florida Railroad brought settlers and traders to the area. By 1860, Alachua had more than 8,000 residents and Gainesville had just over 200 inhabitants.



Agriculture dominated the region until 1905, when Gainesville was chosen for the site of the University of Florida, to be located on 2,000 acres. Originally a men-only institution, by the 1930s, the university was an important component of Alachua's economy. The end of World War II brought tremendous growth to the county, and the influx of veterans seeking an education boosted the UF student body to over 20,000 students. Even today



the University of Florida is a critical part of the local economy, with over 50,000 students, ranking it 6th in terms of enrollment nationwide.

Although the University takes center stage, the beauty and charm of Alachua County can be found in the historic towns of Micanopy, Archer, Newberry, High Springs and others. From the 20,000-acre Payne's Prairie, to the oak tree shaded streets of Micanopy, to the crystal clear springs along the Santa Fe River, Alachua County is one of the state's most beautiful. ❖



## Alachua County Property Appraiser's Office

Edward Crapo.  
CFA, ASA, AAS

**Property Appraiser:**  
Honorable Edward A. Crapo, CFA, ASA, AAS

First Elected: 1981

**Number of Employees:** 58

**Number of Parcels:** 100,593 real estate/ 13,831 tangible

**Total Just Value (2010):** \$24.4 billion

**Highest valued taxable property:**  
Oaks Mall (\$132 million)

**Website:** [www.acpafl.org](http://www.acpafl.org)

Reprinted from *Staying Appraised*,  
Winter 2010

# Nassau County selects TEAM

By Ed Crapo, AAS, ASA, CFA

Nassau County, New York, has retained the services of **TEAM Consulting, LLC** as an expert in a lawsuit contesting the 2010-11 equalization rate for residential properties. Ed Crapo AAS, ASA, CFA; Fred Chmura, AAS; and Pete Davis are consulting with the county attorney's office in the defense of this action.

At issue is that the tax assessor certified the 2010-11 rate at 0.0025 percent, and the plaintiff(s) contends that the true rate is 0.00233 percent. While the differences may seem small, the county says that the reduction would cost them approximately \$200 million.

It is too early in the proceedings to say much about the facts of the case. But the case does involve more than a mathematical determination of who is correct. The assessor determined his level of assessment through a traditional sales ratio process. The plaintiff(s), on the other hand, hired an econometrician from the University of Oklahoma, who arrived at his conclusion through an econometric methodology. This makes the case pretty interesting because it involves legal issues, professional standards issues, methodology issues inside the legal and professional standard issues, actual fact issues and, finally, calculation issues.

If you or your jurisdiction need assistance on any sales ratio, office or procedural reviews or general help with appraisal, please remember **TEAM Consulting, LLC**. ❖







# Making a Presentation Can Be Fun?

By Rick Stuart, CAE

I recently taught a new workshop that I coauthored for **TEAM Consulting, LLC** titled "The Art of Making a Powerful Presentation," and it was the most fun and exciting workshop I have ever taught or participated in. Please spend a couple of minutes and look at the following brief promo of the workshop and the student evaluations.

## The Art of Making a Powerful Presentation

Nothing can be more powerful than face-to-face communication, particularly if the message is well researched and the delivery is crisp and completed with confidence. Making a presentation is an art, not a science. Different people can deliver the same presentation with differing results. Effective delivery will be shown as a combination of both verbal and non-verbal communication. In this workshop we aim to accomplish mastering the process of preparation, through gathering knowledge and developing confidence, *so that you too can present a powerful presentation.*

### Other sections are:

- Taking Inventory
- Overcoming Anxiety
- Preparing the Presentation
- Making the Presentation
- You are in Charge!
- What an Audience Knows

Allow us to help you, your staff and/or your students develop and polish your presentation skills. Contact me today with questions or to set up this workshop. Check out all of **TEAM's** workshops, visit our website at [www.teamconsulting.cc/](http://www.teamconsulting.cc/)

### What do previous students say about this workshop? See for yourself!

Here's a recap of what students liked about the class:

- Great tips on how to get over being nervous
- Hands-on
- Listening to the instructor – really enjoyed the class
- Combination of humor and practical application of subject
- Student involvement kept my attention, very good class, very informative
- Good skills—many areas of knowledge presented
- Overall knowledge of instructor
- Mr. Stuart had me believing I could actually live through public speaking
- Although difficult to do—made us do presentations in class—by end of day, felt better about myself
- Instructor—class interaction
- Very good visuals—Rick was very prepared and enthusiastic
- Great instructor—many useful tips
- Great instructor—enjoyed his style and humor
- It has given me some practical pointers as I go out to give training programs
- This was a fun class as well as a great learning experience
- Enthusiasm of speaker on material
- The topic assigned to our group ❖

## Education Galore!

Think **TEAM** when you need instructors, educational offerings or some educational material developed. Here are **TEAM's** "education stats" for 2010:

Weeks of educational instruction.....	59
Weeks of IAAO courses/workshops .....	37.5
Weeks of <b>TEAM</b> workshops.....	11.5
Number of states .....	17
Number of new educational offerings developed.....	4 in 2009, 3 in 2010 and 1 in 2011 to date.

## Mark Your Calendars

These upcoming conferences are always great educational opportunities with a mix of fun. If you have conferences you would like included in the next newsletter, contact Rick Stuart at [rstuart17@cox.net](mailto:rstuart17@cox.net).

### June 13–15, Topeka, KS:

North Central Regional Association of Assessing Officers (NCRAAO)  
<http://www.ncraao.org/>

Find the NCRAAO registration form on page 7 of this newsletter. **TEAM** members George Donatello, CMS, and Marion Johnson, CAE, will be presenters. Randy Kobiella, CMS, from **TEAM** business partner Sidwell Company, will also be a presenter.

### Sept. 18–2, Phoenix, AZ:

International Association of Assessing Officers (IAAO)  
<http://www.iaao.org/events/AnnualConference.cfm>

## AAS Case Study Success!

For those of you who are IAAO members (hopefully, you all are), I would direct your attention to page 18 of the December 2010 issue of *Fair and Equitable*. There were five new professional designees and four of them were new AAS designees and all from Indiana.

It is worth noting that all four of those successful candidates used **TEAM's new AAS Case Study Review** material. Does using the material guarantee success? Of course not—but it appears it was very beneficial to some.

**Congratulations to:** Frank Kelly, Timothy Jorczak, Keilah Heffington and Georgia Jones. ❖

## Don't miss out on your AAS Designation

A new offering from **TEAM Consulting** is the **AAS Case Study Review** prepared by Fred Chmura, AAS and Rick Stuart, CAE. This is a 2 ½-day workshop designed 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.

Although it cannot be all-inclusive of what may actually be on the exam, this guide emphasizes the most prevalent items to study for. Topics discussed are:

- 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.

Within the material will be multiple problems associated with the assessment and valuation processes, and the workshop will conclude with a four-hour case study exam followed by a review of the answers.

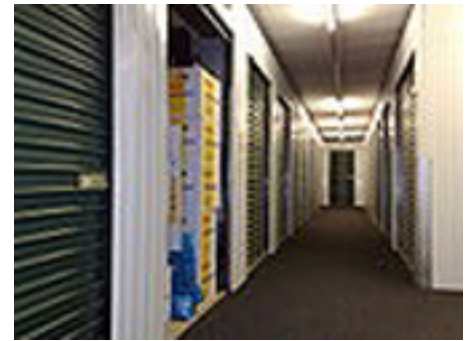
***This is not an IAAO workshop***

**but one developed by TEAM Consulting, LLC.** It has become very popular with those seeking their AAS designation. To set-up the workshop, contact Rick Stuart at [rstuart17@cox.net](mailto:rstuart17@cox.net) or call 785.267.6752. You can also order the complete workshop as a self-study guide on **TEAM's** website at: [www.teamconsulting.cc/images/AAS\\_Order\\_Form\\_2010.pdf](http://www.teamconsulting.cc/images/AAS_Order_Form_2010.pdf) ❖

### AAS Case Study Endorsement

"I would like to express my gratitude to Rick Stuart and TEAM Consulting LLC for the excellent AAS Case Study Review I attended in July of 2010. Without your review I do not believe I would have been able to pass the Case Study Exam or the AAS Master Exam, but I am happy to say that with your review I was able to pass both, and I am now awaiting final confirmation of my AAS designation with IAAO. I highly recommend TEAM Consulting LLC's AAS Case Study Review to anyone interested in sitting for the AAS Case Study Exam and the AAS Master Exam. Thank you again for your help."

Very Respectfully,  
Keilah Heffington  
Indianapolis, IN



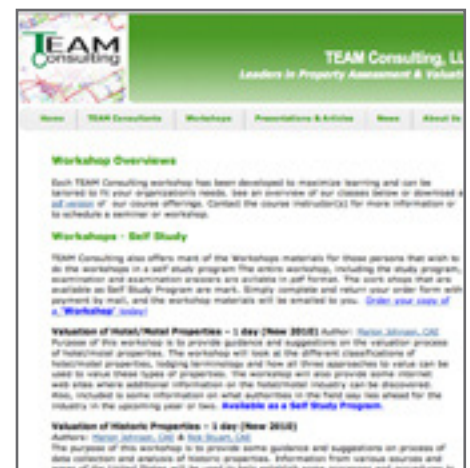
## New Workshop coming soon!

A new one-day workshop, ***The Valuation of Self-Storage Properties***, will be available in the summer.

This workshop will discuss the history of self-storage properties, the three approaches to value, market trends and information from publications that deal with these properties.

Actual market data from throughout the US will be shown in EXCEL spreadsheets and a sample EXCEL template for the valuation of these properties by the income approach will be provided.

Contact Rick Stuart, CAE, to make arrangements for this workshop at [rstuart17@cox.net](mailto:rstuart17@cox.net). ❖



To learn more about **TEAM's** terrific line up of workshops, visit our website at [www.teamconsulting.cc](http://www.teamconsulting.cc).

# Upcoming TEAM Workshops

As of the publication date, the following TEAM Workshops are scheduled. If you are interested in any of these, please the class sponsor shown below or contact Rick Stuart at [rstuart17@cox.net](mailto:rstuart17@cox.net) or at 785.259.1379 for contact information for the sponsoring organization.

DATE	CLASS	LOCATION
<b>TEXAS</b>		
October 14	Public Relations & Customer Service	Houston
October 31	Residential Quality, Condition and Effective Age Workshop	Round Rock
November 3	Valuation of Hotel/Motel Properties	Round Rock
November 4	Collection, Interpretation and Model Building of Income and Expense Data	Round Rock

All Texas classes sponsored by the Texas Association of Appraisal Districts (TAAD), and the contact is Doris Koch [dkoch@taad.org](mailto:dkoch@taad.org).

<b>ILLINOIS</b>		
March 28	Valuation of High-End & Difficult Homes Workshop	Bloomington
March 29	Valuation of Fast Food Restaurants Workshop	Bloomington
March 30 – April 1	Residential Quality, Condition and Effective Age Workshop	Bloomington
July 6 – 7	Collection, Interpretation and Model Building of Income and Expense Data	Lisle
July 11	Valuation of High-End & Difficult Homes Workshop	Lisle
July 12	Valuation of Fast Food Restaurants Workshop	Rockford
October 25	Valuation of Manufactured Homes	Rockford
October 26 – 27	Collection, Interpretation and Model Building of Income and Expense Data	Effingham
		Edwardsville

All Illinois classes sponsored by Illinois Property Assessment Institute (IPAI), and the contact is Erica Larkin [planner@ipaionline.com](mailto:planner@ipaionline.com).

<b>LOUISIANA</b>		
April 4 – 8	Valuation of Hotel/Motel Properties (Daily)	Baton Rouge

Contact person is Rich Bailey [rich@opassessor.com](mailto:rich@opassessor.com).

<b>MINNESOTA</b>		
May 25 – 26	Valuation of Unique Properties	St. Cloud

Contact person is Bob Wilson [bwilson@ci.edina.mn.us](mailto:bwilson@ci.edina.mn.us).

<b>INDIANA</b>		
June 1 -3	AAS Case Study Review	Indianapolis

Contact person is Ginny Whipple [gabby@gnassessmentprofessionals.com](mailto:gabby@gnassessmentprofessionals.com).

<b>FLORIDA</b>		
April 19	Appraisal of Unique Properties	Jacksonville

Contact person is Russell Counts [CountsR@pasic.org](mailto:CountsR@pasic.org).

# 2011 NCRAAO Conference Registration

## June 12-15 Topeka, KS

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Address: \_\_\_\_\_ City, State, Zip \_\_\_\_\_

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

### Registration Selection

Registration includes: Sunday fun night (BBQ meal, bowling, go-karts, mini-golf), Monday night reception, silent auction & Capitol building flashlight tour, Tuesday lunch, Tuesday evening meal and entertainment, Wednesday lunch, Wednesday night meal & banquet, and all education seminars.

_____ \$260	_____ \$280 after May 11	RSVP for the events that are part of registration
_____ \$75 Golf Tournament- Monday, June 13		_____ Sunday Fun Night
fee will include 18 holes of golf and lunch		_____ Monday night silent auction & Capital tour
Pairing requests should be sent to Mark Low		_____ Tuesday night dinner & entertainment
<a href="mailto:mlow@finneycounty.org">mlow@finneycounty.org</a>		_____ Wednesday night banquet & entertainment
_____ \$50 Spouse Program- Tuesday, June 14 & Wednesday, June 15		
Tuesday: Chef Allie cooking class and lunch, then tour of the Governor's Mansion.		
Wednesday: Home tour of Woodward Inns on Fillmore Bed & Breakfast with lunch included, and shopping at West Ridge Mall.		
_____ = Total Registration Fees		

### Additional Tickets

\_\_\_\_\_ \$27 Sunday Fun Night  
 \_\_\_\_\_ \$25 Monday night silent auction & Capital tour  
 \_\_\_\_\_ \$50 Tuesday night dinner & entertainment  
 \_\_\_\_\_ \$40 Wednesday night banquet & entertainment  
 \_\_\_\_\_ \$125 All four events  
 \_\_\_\_\_ =Total Additional Tickets Amount

### *Lodging reservations to be made directly with hotel*

Topeka Ramada Inn, 420 SE 6<sup>th</sup> Ave, Topeka, KS 66607  
 785-234-5400 or 800-4322424  
 \$82.00 room rate includes full hot breakfast buffet

\_\_\_\_\_ \$20 NCRAAO Shirt- black/white trim knit 100% cotton pique knit sport shirt w/NCRAAO logo embroidered on the chest & available in men sizes s-3XL. No shirt orders will be taken after 5/11.  
 \_\_\_\_\_ S \_\_\_\_\_ M \_\_\_\_\_ L \_\_\_\_\_ XL \_\_\_\_\_ 2XL \_\_\_\_\_ 3XL (indicate quantity by size)  
 \_\_\_\_\_ =Total Shirt \$ (\$20 x quantity ordered)

### \_\_\_\_\_ =Grand Total Fees (Registration, Additional Ticket, & Shirt Fees)

Please mail payment, payable to NCRAAO '11, with a copy of your registration form to: KCAA PO Box 988 Meade, KS 67864

### Indicate your education choices below:

Tuesday, June 14

1:00-2:30 \_\_\_ Development of a Capitalization or 3:00-4:30 \_\_\_ Development of a Capitalization  
 1:00-2:30 \_\_\_ The 3 R's of Basic Legal Descriptions or 3:00-4:30 \_\_\_ The 3 R's of Basic Legal Descriptions  
 1:00-4:30 \_\_\_ Valuation of Fast Foods

Wednesday, June 15

8:00-11:30 \_\_\_ Valuation of Hotel/Motels  
 8:00-9:30 \_\_\_ Calibrating Depreciation Schedules or 10:00-11:30 \_\_\_ Calibrating Depreciation Schedules  
 8:00-9:30 \_\_\_ Dealing with the Media or 10:00-11:30 \_\_\_ Dealing with the Media  
 1:00-4:30 \_\_\_ All State General Topic Roundtable  
 1:00-4:30 \_\_\_ Use of Street View Imaging & Technology  
 1:00-2:30 \_\_\_ Foreclosures or 3:00-4:30 \_\_\_ Foreclosures



## 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.

**Learn more about TEAM Consulting at [www.teamconsulting.cc](http://www.teamconsulting.cc)**