



## TEAM at the 2018 IAAO Conference

Each year TEAM members play an important role at the IAAO Annual Conference. This year's conference was held September 23 – 26 in Minneapolis, Minn.

TEAM'S **Rick Norejko, CMS**, stole the show. Rick received the IAAO Instructor of Excellence Award. This award is presented to a current IAAO instructor who has gone beyond basic textbook instruction and

motivated students to learn professional skills that will positively influence their careers. The instructor will have made significant contributions toward promoting the IAAO educational program and demonstrated involvement with IAAO at the state, regional and national levels.

Rick demonstrated his teaching excellence with a great presentation titled "The History of the Public Land

Survey." This presentation focuses on the Public Land Survey System, which IAAO usually teaches over several courses. But in this session Rick (who was introduced by fellow TEAM member Rick Stuart, CAE, CDEI) provided a complete historical perspective through the eyes of a colonial surveyor while dressed in period costume. He

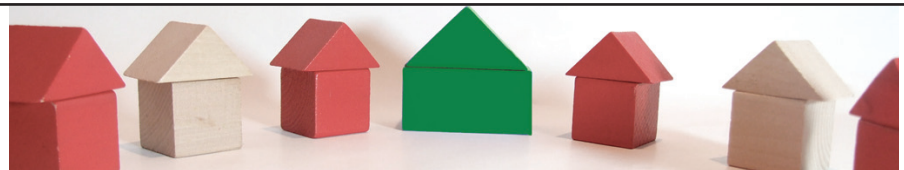
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### Workshop Topics:

- 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

*This is not an IAAO workshop but one developed by TEAM.*



## AAS Case Study Review Workshop

January 15–17, 2019 • Austin, Texas

TEAM Consulting LLC presents *AAS Case Study Review* on January 15–17, 2019, at the TAAD Office (Texas Assn. of Appraisal Districts) in Austin, Texas. This 2½-day workshop provides a review of materials and an understanding of the composition of a case study to help you 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.

Cost for the workshop is \$325. Included are multiple problems associated with the assessment administration and valuation processes. The workshop concludes with a 4-hour practice case study exam with answers provided. Find more information at [www.teamconsulting.cc/aasreview/aasworkshopschedule.html](http://www.teamconsulting.cc/aasreview/aasworkshopschedule.html)

For questions, contact Rick Stuart at [rstuart17@cox.net](mailto:rstuart17@cox.net) or 785.259.1379.

[www.teamconsulting.cc](http://www.teamconsulting.cc)

delivered an informative and engaging history lesson with considerable humor that was well received by his audience. More than one reviewer praised Rick's "innovative" and "entertaining" teaching style. One wrote: "Amazing instructor. I would take anything taught by him." High praised, indeed.

### Other TEAM Members Recognized

A new award for 2018 was the IAAO Fellows Award. The new award will be presented annually to recognize individuals who have dedicated their career to the development of our profession and made exceptional contributions to IAAO and the assessment industry.

As this is the first year of the award, IAAO looked back and recognized around 20 professionals as the inaugural Fellows award winners.

**All five of the TEAM principals were recognized:** George Donatello, CMS; Fred Chmura, AAS; Ed Crapo, ASA, CFA, AAS; Rick Stuart, CAE, CDEI; and Marion Johnson, CAE.

### More TEAM Activities at IAAO

**Marion Johnson, CAE**, was one of the trainers for the IAAO annual Instructor Evaluation Workshop.

**Fred Chmura, AAS**, participated in the session "The Modernization of IAAO's Governing Documents."

The 2018 Governance Committee was given the task of reviewing and updating the governing documents in accordance with the Vision

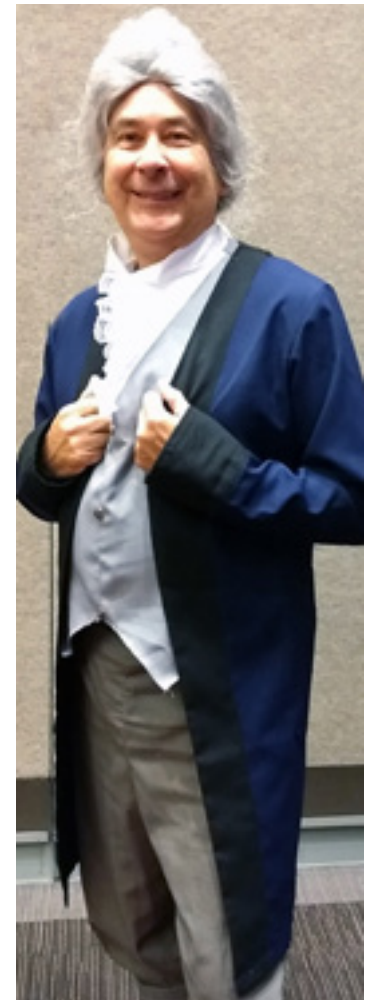


**TEAM Members at IAAO** (Top Row l-r) George Donatello, Ed Crapo, Fred Chmura. (Middle Row l-r) Rick Stuart, Marion Johnson, Ken Voss, and (Bottom Row): Brad Eldridge.

2020 plan. At their recommendation, IAAO's Executive Board is proposing changes to IAAO's articles of incorporation, constitution, and bylaws. The governing documents should "Say it once, say it clearly, and say it in the right place."

This town hall session explained what changes are proposed, why they are necessary and answered members' questions about the proposals in preparation for the November ballot questions.

**Bradley A. Eldridge MAI, CAE** was a presenter for the session "Now That's a Good Story!" Storytelling in the classroom and during presentations can be a meaningful way to illustrate concepts. This session explained how to turn real-life experiences into good stories and contribute to the classroom and presentation experience. This presenta-



Rick Norejko was named 2018 IAAO Instructor of the Year. Seen here in period dress to present The History of the Public Land Survey at this year's IAAO Annual Conference.

tion continues the work of IAAO's Education Committee to provide continuing education for its instructors at conferences.

**Kenneth Voss CAE** participated in the session titled "Implementing a Big-Box Methodology." This session will show assessors how to put information from the IAAO big-box position paper to practical use by bridging the gap between ideas set forth in the paper and the execution of methodologies discussed.

**Sponsor.** Last but not least, TEAM was pleased to be a sponsor for the Designee and Future Leader Reception. Our congratulations to IAAO for another great conference. ❖

## Travel Squad

*We've been everywhere, man*



TEAM associates continue to serve in teaching, consulting and speaking capacities. In the third quarter of 2018, we have been in Arkansas, Colorado, Florida, Idaho, Indiana, Kansas, Minnesota, Montana, Nebraska, New Mexico, Oklahoma, Texas and Wyoming.

If you are looking for a workshop, series of workshops or professional assistance for your location, please visit our website at <http://www.teamconsulting.cc/>.

## TEAM Consulting Helped Nez Perce County with a Complex Property Appraisal

By Daniel J. Anderson, Nez Perce County Assessor

I'm not exactly positive when I first met Mr. Rick Stuart. Maybe it was at an IAAO conference or at one of the many classes over the years he taught for the Idaho State Tax Commission. It matters little. I was acquainted with him and was impressed with his professionalism, appraisal knowledge, and use of humor in his teaching. I could never have guessed that someday I (as Nez Perce County Assessor) would call upon him for help in a large and complex property appraisal in my jurisdiction of Lewiston, Idaho.

At issue was the recent sale of Saint Joseph Regional Medical Hospital, a Catholic-owned property that was originally started by the Sisters of the Carondelet, a school, a church, and various buildings, parking lots, and houses purchased over nearly 110 years. Oh, did I forget to mention that we had ZERO information on any of these properties as they were exempt as both charitable and religious endeavors by Idaho Code?? Where to start?

I began by meeting with my staff. I am lucky enough to have a seasoned staff, which includes my Chief Deputy Assessor, Mr. Brad Bovey (who recently received his RES designation from the IAAO) and my Senior Commercial Appraiser, Mr. George Green. In our discussions, Brad suggested that we make a call to Rick Stuart for guidance. Best call we ever made.

We explained our lack of knowledge with regard to hospital appraisals, as we had never had occasion to do one, and needed help. That is when we learned of TEAM Consulting. I will admit that I was ignorant of the existence of TEAM Consulting, of which Rick is a princi-



*"I would HIGHLY recommend TEAM Consulting to any of my fellow assessors if they found themselves in need assistance in valuing large, complex properties."*

—Daniel J. Anderson  
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pal owner along with 4 others. A bid for the scope of work was presented to the Nez Perce County Commissioners, and TEAM Consulting was hired.

Next we were given a name of an appraiser, Mr. Ken Voss, who had experience in valuing hospital properties. I offered my team of appraisers to assist, under his guidance, where he felt was needed

In September of 2017, Mr. Voss, my crew and I toured the hospital complex for the very first time to complete an ad valorem appraisal in its 100-year-plus existence. Over the next 3 months, Mr. Voss kept us in the loop via phone calls and additional visits until the completion of the appraisal in December 2017.

Now, those of us in the county ad valorem appraisal arena are no strangers to value challenges by the owner. And I was not surprised by their phone call. However, we felt confident in the appraisal and held our ground. Little did we know that we would receive a copy of an appraisal that was ordered by the Idaho State Attorney General to facilitate the purchase of the property.

The value given by TEAM Consulting's Mr. Voss was *LESS than 1% difference* of the A.G.'s appraisal!! Certainly made my job easier, and with a little negotiation with the purchaser, a 2-year value agreement was reached.

In conclusion, I would HIGHLY recommend TEAM Consulting to any of my fellow assessors if they found

themselves in need assistance in valuing large, complex properties. I know that I would use them again without hesitation.

The only downside with Mr. Ken Voss was his questioning of my fishing prowess. My yearly fishing trip with my son had, unfortunately, yielded no fish. He was unmerciful in his suggestions of how to become a better angler, also with no success. To his credit, he did send me a package of salmon from Pike Street Market in Seattle to soothe my bruised and fragile ego! Thanks Ken!! ♦



## Promoting Your Office

In August, Rick Stuart, CAE, CDEI, had the opportunity to present a one-day workshop "How to Be a Better Manager" and then a short presentation on "Public Relations/ Customer Service" the next day.

He followed Greg McHenry, AAS, RMA, who presented "How to Promote Your Office." Greg is the Riley County Appraiser in Manhattan, Kan. He spoke about how they needed to turn around public perception of their office, so they developed a series of videos. The goal was to help communicate the appraiser's (or assessor's) role in determining fair property values. The first video, "Who Are Appraisers?" has been a great success—and not just in Kansas.

After Greg played the video, one Nebraska assessor talked about how the use of that video really changed the perception of everyone that viewed it.

If you would like to view the video to see if it can help to improve the public's perception in your jurisdiction, you can watch it on the TEAM website at <http://www.team-consulting.cc/videos.html> ♦

# AAS Success!

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Congratulations to the following appraisal professionals for obtaining their AAS designation by using TEAM's AAS Case Study Review material.



**Wendy M. Sapp, AAS**, Tax Roll Compliance Coordinator with the Alachua County (Florida) Property Appraiser, recently earned the Assessment Ad-

ministration Specialist designation. Ms. Sapp has been with Alachua County for almost 18 years, with almost 15 of those years serving in this position. She holds an Associate in Science in computer science technology from Santa Fe College, Gainesville, Florida. She is a Certified Florida Evaluator (CFE) with the Florida Department of Revenue.

Learn more about TEAM's AAS Case Study Review at <http://www.teamconsulting.cc/aasreview/aasworkshop.html>



**David Lee Stone II, AAS**, Assistant Chief Appraiser for the El Paso (Texas) Central Appraisal District, has earned the Assessment Administration Specialist

designation. Mr. Stone has worked in appraisal for 30 years, 25 with this district and eight in his current position. He holds a Bachelor of Science in computer science and a Bachelor of Business Administration from the University of Texas at El Paso. He is a Registered Professional Appraiser (RPA) with the Texas Department of Licensing and Regulation and a Certified Tax Administrator (CTA) with the Institute of Certified Tax Administrators under the Texas Association of Assessing Officers.



**Jesus Alberto Molina, AAS**, Director of Litigation and Appeals for the El Paso (Texas) Central Appraisal District, has earned the As-

essment Administration Specialist designation. Mr. Molina has worked in appraisal for 40 years, 12 with this district and five in his present position. He holds a Bachelor of Business Administration in management from the University of Houston at Victoria. He is a Certified Instructor with the Property Tax Assistance Division of the Texas Comptroller of Public Accounts, a Registered Professional Appraiser with the Texas Department of Licensing and Regulation, a Certified Chief Appraiser with the Texas Association of Appraisal Districts, a Certified Tax Administrator with the Texas Association of Assessing Officers, and a Certified School Tax Administrator with the Texas School Assessors Association. ❖

## Does this look familiar?



Self-storage (also called mini-warehouses) may be the most predominant new commercial construction over the last several years. Most jurisdictions have them, but not everyone realizes their attractiveness as a commercial investment. One owner of multiple units called them his "little gold mines."

TEAM Consulting LLC has compiled considerable market data related to expenses and trends on self-storage. We have developed an Excel valuation template that allows for the recognition of the various sizes and their corresponding rent that most Computer Assisted Mass Appraisal software will not. Talk with us about how we can assist your jurisdiction with self-storage or other property types.

### CONTACT:

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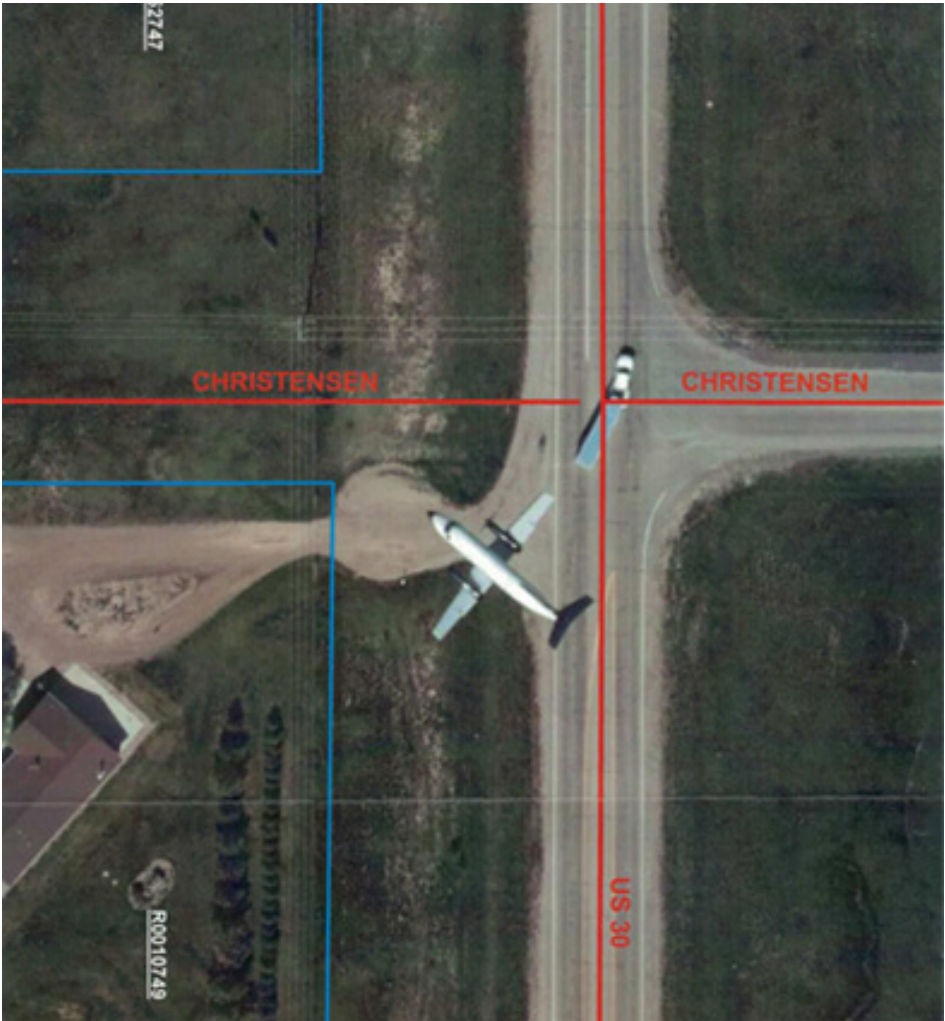
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# Interesting Buildings

By Rick Stuart, CAE, CDEI

Over the years, I have collected a large number of "interesting building" photos. If you have picture(s) of building that have piqued your interest, email them to me and I will add to the file and the newsletter. Send to Rstuart17@cox.net



**Cool map.** Brad Ayers of the Laramie County Assessor’s Office in Cheyenne, Wy., submitted this cool map. The new aerial photography captured a truck turning on the road and another aircraft below the aircraft taking the aerals.



The Amoeba House in Itu, Brazil.



A Futuro House

## Popular TEAM Workshops

Earlier this year, Jerry Rudman, CAIO/M, and Rick Stuart, CAE, CDEI, conducted several TEAM workshops in at the Winter School for the Idaho State Tax Commission. All were highly rated by attendees.

Workshop	Rating (5 highest)
Valuation of Manufactured Homes	4.4
Public Relations/Customer Service	4.6
Unique & Challenging Homes	4.4
Valuation of Barndominiums	4.8
Residential Quality, Condition & Effective Age	4.5
Mass Appraisal Analysis & Benchmarks	4.3
Valuation of Senior Housing	4.8

Our workshops are continuously being updated. The following workshops will have an updated version effectively January 1, 2019:

- Valuation of Lodging Properties
- Appraising After a Disaster or in Traumatic Events
- Valuation of Manufactured Homes.

If you need materials for a conference or continuing education program, contact Fred Chmura, AAS at fchmura@teamconsulting. ❖