



(8/4/17)

**COST PROPERTY TAX WORKSHOP**  
 Held in Cooperation with  
 the International Property Tax Institute (IPTI)  
 Hyatt Lodge/McDonald's Hamburger University  
 Oak Brook, Illinois  
 September 27 – 29, 2017

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**Wednesday, September 27, 2017**

3:00 – 7:30 p.m.	<b>Registration</b>
4:00 – 5:30 p.m.	<p><b>Property Tax Open Discussion</b>          Kickstart the workshop by joining your fellow attendees in an interactive discussion of the latest property tax issues everyone is facing and share with each other ways to deal with those issues. This session is open to both industry and practitioners participating in the workshop. Key advocacy issues that COST and IPTI are working on will also be discussed.</p> <p><i>(All attendees (including Speakers/Sponsors) are invited to this session. COST staff will moderate the session. Everyone is encouraged to participate so please bring with you any topics that you would like to discuss.)</i></p>
6:00 – 7:30 p.m.	<p><b>Welcome Reception</b>          Don't miss this opportunity to jump start your property tax networking with friends and colleagues with some appetizers and libations. It's a great way to get geared up for the meeting.</p>

**Thursday, September 28, 2017**

7:30 a.m. – 5:30 p.m.	<b>Registration</b>
7:30 – 8:15 a.m.	<b>Continental Breakfast / Networking</b>
8:15 – 8:30 a.m.	<p><b>Welcome &amp; Opening Remarks</b>          Charles Drury, COST, Washington, DC          Douglas Lindholm, COST, Washington, DC          Paul Sanderson, International Property Tax Institute, Bedford, UK</p>
8:30 – 9:15 a.m.	<p><b>Will Federal Tax Reform “Trump” Property Tax? Update on the Federal and State Economies</b>          While property taxes are one of the more stable sources of revenue for local governments, they are impacted by the states' economies and, this year potentially, by federal tax reform. A downturn in property taxes impacts the overall revenues the states will have for education and other programs. The speaker in this session will analyze the fiscal condition of the states for all tax revenue sources and project where the states' economies are headed in the future.</p> <p>Speaker:          Harley Duncan, KPMG, Washington, DC</p>
9:15 – 9:30 a.m.	<b>Refreshment Break and Networking</b>

9:30 – 10:30 a.m.	<p><b>Top Litigation and Legislative Issues of the Past Year and Outlook for the Next Year</b>  Be in the know. The speakers in this session will provide an update of the important cases that were decided and legislation that was enacted over the past year. They will analyze the impact of those cases and law changes and provide an outlook for the year ahead.</p> <p>Speakers:  Josh Hennessy, KPMG, Houston, TX  Mark Loyd, Bingham Greenebaum Doll, Louisville, KY</p>
10:40 – 11:30 a.m.	<p><b>Choice of 2 Breakouts</b></p>
	<p><b>Incentives and Credits – Taking Advantage of All Opportunities</b>  Minimizing your property tax bill involves not only making sure your property is fairly valued, but also taking advantage of all of the credits and other incentive programs offered by the state and its local governments where the property is located. In this session, the speakers will provide information on these incentives and suggestions on maximizing the benefits offered.</p> <p>Speakers:  Christopher Grissom, Bradley Arant Boult Cummings, Birmingham, AL  Ian Molyneux, DuCharme, McMillen, &amp; Associates, Indianapolis, IN</p>
11:35 a.m.- 12:25 p.m.	<p><b>Mitigating Property Tax Issues at both the Retail and Wholesale Level - Are Appraisers Wearing Sun Glasses? The “Truth” Behind the “Dark Stores” Issue</b>  This session will primarily address property tax issues that both retailers and wholesalers must deal with. Unique property tax issues at the retail and wholesale level will also be discussed. The speakers in this session will update attendees on recent developments in the “dark store” issue from both a litigation and legislative standpoint. Rumor has it that this discussion will include X-Files’ David Duchovny’s desire to make this issue part of an X-Files episode (or stand-alone book).</p> <p>Speakers:  David Brooks, Altus Group US, McLean, VA  Danny Smith, Popp Hutcheson, Austin, TX</p>
11:35 a.m.- 12:25 p.m.	<p><b>Choice of 2 Breakouts</b></p>
	<p><b>Got Paper? Best Practices for Handling Property Tax Filings and Payments</b>  This session will cover the best methods and processes for handling property tax filings and payments. They will show you how to efficiently manage the compliance function of your company’s property tax operations.</p> <p>Speakers:  Bradley Hasler, Bingham Greenebaum Doll, Indianapolis, IN  TBD</p>
	<p><b>The Bed Bugs of Property Tax – Get Intangibles Excluded and Obsolescence Claims Accepted in Valuations</b>  It is not always easy to tell where intangibles are hiding out in your assessments. Have you made sure that they are excluded? What about obsolescence? The speakers in this session will provide guidance on how to make sure your intangibles are removed and that you have the documentation to support your obsolescence claims.</p> <p>Speakers:  Robert Herman, Duff &amp; Phelps, Chicago, IL  Cris O’Neill, Greenberg Traurig, Irvine, CA</p>
12:25 – 1:30 p.m.	<p><b>Lunch – Networking</b></p>
1:30 – 2:20 p.m.	<p><b>Choice of 2 Breakouts</b></p>
	<p><b>Don’t Let the Assessor Commingle Your Property - Strategies to Separate Personal Property from Real Property</b>  It is important to make sure your property is taxed only once per year. One way of making sure this happens is to compare what valuations for certain types of property are included on real and personal property tax rolls. The speakers in this session will offer guidance on the best methods to make sure your real and personal property are not taxed twice.</p> <p>Speakers:  Caroline Miner, Altus Group US, Denver, CO  Breann Robowski, Pillsbury Winthrop Shaw Pittman, Silicon Valley, CA</p>

	<p><b>Importance of the “Story” to Support the Valuation Numbers</b></p> <p>Assessors don’t want to just see the numbers. They also need the story behind the valuation numbers. The presenters in this session will provide their experiences in providing the narrative to support the numbers.</p> <p>Speakers: Gerard Amoroso, Popp Hutcheson, Austin, TX Rebecca Sobel, EY, Milwaukee, WI Adam Strasser, Walgreen Co., Deerfield, IL</p>
2:30 – 3:20 p.m.	<b>Choice of 2 Breakouts – Industry Breakouts</b>
	<p><b>Satellite/Cable/Communications</b></p> <p>Sound familiar -- unfair central assessment valuation, denied obsolescence, useful-life tables that are too long, taxing property not used in business? These issues and others will all be addressed with a focus on their impact within the communications industry.</p> <p>Speakers: David Mahida, Verizon Communications, Bedminster, NJ Toby Reese, Duff &amp; Phelps, Dallas, TX</p>
	<p><b>Manufacturing/Energy Issues – Including Carbon Tax/Obsolescence</b></p> <p>Manufacturers and energy companies share many of the same property tax challenges. Their property values can be impacted by market forces such as product supply and demand and by various types of government regulation. This session will address how to handle these challenges. The discussion of regulations will focus in particular on carbon measures (taxes or other mechanisms) that can affect the valuation of manufacturing property whether the measures are already in place or a future possibility.</p> <p>Speakers: Michelle DeLappe, Garvey Schubert Barer, Seattle, WA Joe Glennon, EY, Chicago, IL</p>
3:20 – 3:35 p.m.	<b>Refreshment Break / Networking</b>
3:35 – 4:25 p.m.	<b>Choice of 2 Breakouts</b>
	<p><b>Just Want the Basics (or a Refresher) - Valuation Issues for the Beginner</b></p> <p>All three valuation approaches will be addressed in this section: cost, market and income approaches. While this session is geared to the basics, we all know it’s good to get a refresher from time-to-time. This session will cover valuation issues at a 10,000-foot level.</p> <p>Speakers: Craig Becker, Pillsbury Winthrop Shaw Pittman, San Francisco, CA Jeff Bennett, Bingham Greenebaum Doll, Louisville, KY</p>
	<p><b>Living in the Trenches – Best Practices to Handle Complex Valuation Issues</b></p> <p>This session will get into the weeds, property tax issues at dirt level will be reviewed for those with years of experience.</p> <p>Speakers: Norman Bruns, Garvey Schubert Barer, Seattle, WA Mark Simzyk, Duff &amp; Phelps, Chicago, IL</p>
4:30 – 5:30 p.m.	<p><b>Audit Session</b></p> <p>Open solely to industry members, this popular and valuable session allows industry members to update each other on the property tax issues they face. Additionally, the participants will find out if others have experienced similar issues in those jurisdictions.</p>
6:00 – 7:00 p.m.	<p><b>Reception</b></p> <p>Now that your brain is filled with the most current property tax knowledge, let COST and the sponsors reward your hard work with cocktails, lots of delicious food and good conversation. Share your thoughts and experiences from the first full day with others and gain new perspectives.</p>
<b>Friday, September 29, 2017</b>	
7:30 a.m. – 3:00 p.m.	<b>Registration</b>
7:30 – 8:15 a.m.	<b>Continental Breakfast / Networking</b>
8:15 – 8:20 a.m.	<b>Welcome Back!</b>

8:20 – 9:30 a.m.	<p><b>Property Tax Issues Around the World – IPTI Update – With Special Focus on Canada and the United Kingdom</b></p> <p>Find out the latest of what’s happening with the International Property Tax Institute and get updates on the property tax issues that folks are facing up in Canada and across “the pond” in the United Kingdom.</p> <p>Speakers:  Jeff Grad, Equitable Value, Toronto, Ontario, Canada  Paul Sanderson, International Property Tax Institute, Bedford, United Kingdom</p>
9:35 – 10:45 a.m.	<p><b>Choice of Two Breakouts</b></p>
	<p><b>California Dreamin’ – Handling Property Tax Issues in the Golden State</b></p> <p>Are you paying property taxes on imbedded software in California? Are you taking advantage of appeal opportunities in California related to clerical errors, valuation issues, and/or double taxation? These and other California property tax issues will be covered in this session.</p> <p>Speakers:  Brandon Lancer, Altus Group US, Sparks, MD  Bradley Marsh, Greenberg Traurig, San Francisco, CA  Richard Nielsen, Pillsbury Winthrop Shaw Pittman, San Francisco, CA</p>
	<p><b>Don’t React – It’s Time to Proactively Address Property Tax Issues</b></p> <p>Why wait for the assessor to mail you that notice? It’s time to proactively manage your property tax operations to prevent disputes before they start. Based on years of working together to resolve property-tax disputes cost-effectively, the speakers in this session will give you tips to improve the way you interact with assessors, strategies on when and how to leverage outside help for maximum benefits, and ideas for successfully managing your company’s overall property tax operations.</p> <p>Speakers:  Norman Bruns, Garvey Schubert Barer, WA  Michelle DeLappe, Garvey Schubert Barer, Seattle, WA  Todd Heinrichs, EY, Seattle, WA</p>
10:45 – 11:00 a.m.	<p><b>Refreshment Break / Networking / Hotel Checkout</b></p>
11:00 – Noon	<p><b>Choice of 2 Breakouts</b></p>
	<p><b>Dive Deep into the Income Approach – Defend Your Expense, Vacancy and CAP Rates</b></p> <p>Should it be a 5%, 10% or 15% CAP rate (okay, for valuation we’ll always push for the 20% (or more)). This session will go into detail on strategies to defend your expense, vacancy and CAP rates.</p> <p>Speakers:  Glenn Newman, Greenberg Traurig, New York, NY  Rob Unkle, Altus Group US, Sparks, MD</p>
	<p><b>Keep the Assessors Honest - Equalization and Uniformity</b></p> <p>Often inappropriately ignored, most states require property tax valuations to be equalized and/or uniform. The presenters in this session will give you tips to use the states’ equalization and uniformity provisions to have your company’s property valued equitably.</p> <p>Speakers:  Bradley Hasler, Bingham Greenebaum Doll, Indianapolis, IN  Dan Roche, DuCharme, McMillen, &amp; Associates, Chicago, IL</p>
Noon – 1:00 p.m.	<p>Lunch – Networking</p>
1:00 – 2:00 p.m.	<p><b>Maintaining Harmony - Viewpoint of and Feedback from the Assessors</b></p> <p>COST plans on having a local and state assessor – with at least one assessor from Illinois.</p>
2:00 – 3:00 p.m.	<p><b>Ask the Experts – Panel of Practitioners from Accounting, Valuation and Legal Firms Addressing Issues from the Audience – Including Confidentiality in Property Tax Appeals</b></p>