



APPRAISAL for AD VALOREM TAXATION

of Communications, Energy and
Transportation Properties

SUNDAY, JULY 29, 2018 - Marriott Hotel

- 7:30 a.m. **Golf Tournament**- Sand Creek Station, Newton
 3:00-6:00 **Registration** - outside the Ballroom
 5:00-6:00 **Newcomer Orientation** - Atrium
 6:00-7:00 **Welcome Reception** - Ballroom,
 Co-sponsored by Taxography

MONDAY, JULY 30, 2018

PRINCIPLES COURSE - HUBBARD HALL ROOM 218 - WSU CAMPUS

- 7:00 Breakfast - Hubbard South Lobby, sponsored by RCC
 8:30 **Welcome**
Opening Remarks and Quiz - Thomas K. Tegarden,
 Thomas K. Tegarden & Associates, Nashville, TN
 9:00 **The Income Approach** - Thomas K. Tegarden and Diane M.
 Ange, Tegarden & Associates, Nashville, TN
 9:45 Break - sponsored by Willamette Management Associates
 10:00 **The Income Approach** - continued
 11:00 **Income Approach - Capitalization Rates and Cost of
 Capital** - Dr. Hal B. Heaton, Brigham Young University, Provo, UT
 11:45 Lunch - Third Floor, Beggs Ballroom, Rhatigan Student Center
 1:00 **Income Approach - Capitalization Rates and Cost of
 Capital** - continued
 2:30 Break - sponsored by Don Jackson
 2:45 **The Cost Approach** - Diane M. Ange, Tegarden &
 Associates, Nashville, TN
 4:45 Shuttle bus departs for Marriott Hotel
 6:00 **RECEPTION AT MARRIOTT** - Co-sponsored by Duff & Phelps

ADVANCED COURSE - HUBBARD HALL ROOM 208 - WSU CAMPUS

- 7:00 Breakfast - Hubbard South Lobby Sponsored by RCC
 8:00 **Welcome**
 Dr. Richard LeCompte, Wichita State University, Wichita, KS
 8:15 **Space Weather Threats to Infrastructure**
Keynote Speaker - Dr. Delores Knipp, University of Colorado,
 Boulder, CO
Moderator: Claire Chase, CenturyLink, Overland Park, KS
 9:00 **Natural Disasters** *Moderators:* Sarah Bradshaw, Arkansas
 Public Service, Little Rock, AR; Kristen Broyer, Avangrid
 Management, Portland, OR
 10:30 Break - sponsored by Willamette Management Associates
 10:45 **The Impact of Tax Reform on Ad Valorem Taxation**
Panelists: Jordan Dilba, Washington Dept of Revenue,
 Olympia, WA; Lee Watkins, Black Hills Corp, Rapid City, SD;
 Bruce Nielsen, Williams Company, Tulsa, OK; Ginny Norton,
 Ernest & Young, New York, NY; Mike Semes, Ernst & Young,
 Philadelphia, PA
Moderators: Andrew Davis, Ernst & Young, Phoenix, AZ;
 Rosella Schad, Missouri State Tax Commission, Jefferson
 City, MO; Annette Crawford, Comcast Corp, Philadelphia, PA
 12:15 Lunch - Third Floor, Beggs Ballroom, Rhatigan Student Center

- 1:30 **Entrepreneurial Harvest: How Investors Value Their Exit &
 How It Can Help Your Unit Valuation**
Speaker: Jim Nolen, University of Texas - Austin, Austin, TX
Moderators: Ruben Miranda, Duff & Phelps, Austin, TX; Gigi
 Williams, St Lucie County Property Appraiser, Ft Pierce, FL
 3:00 Break - Sponsored by Don Jackson
 3:15 **Common Mistakes in the Income Approach**
Speaker: Dr. Hal B. Heaton, Marriott School of Management,
 Brigham Young University, Provo, UT
Moderators: Jim Asay, Sempra Energy, San Diego, CA; Patrick
 Titsworth, Kansas Dept of Revenue, Topeka, KS
 4:45 Shuttle bus departs for Marriott Hotel
 6:00 **RECEPTION AT MARRIOTT HOTEL** - Co-sponsored by Duff & Phelps

TUESDAY, JULY 31, 2018

PRINCIPLES COURSE - HUBBARD HALL ROOM 218 - WSU CAMPUS

- 7:30 Breakfast - Hubbard Hall South Lobby, sponsored by Appraisal
 Economics
 8:30 **The Sales Comparison Approach** - Toby Reese, Duff & Phelps,
 Plano, TX
 10:00 Break - sponsored by Datagain Services, Inc.
 10:15 **Preparations for Legal Proceedings** - Steven Young, Holland &
 Hart LLP, Salt Lake City, UT
 11:45 Lunch - Third Floor, Beggs Ballroom, Rhatigan Student Center
 1:00 **Reconciliation, Allocation and Distribution** - Patrick Titsworth,
 Kansas Dept of Revenue, Topeka, KS
 1:45 **Review Quiz** - Thomas K. Tegarden and Diane M. Ange,
 Tegarden & Associates, Nashville, TN
 2:30 Break - sponsored by MR Valuation
 2:45 **Demonstration Appraisal** - Bruce Nielsen, Williams Company,
 Tulsa, OK
 4:45 Shuttle bus departs for Marriott Hotel
 6:00 **RECEPTION AT MARRIOTT HOTEL** - sponsored by PowerPlan

ADVANCED COURSE - HUBBARD HALL - WSU CAMPUS

CONCURRENT SESSIONS

- 7:30 Breakfast - Hubbard Hall South Lobby, sponsored by Appraisal
 Economics
 8:45 **Property Tax Proactive: Process, Procedure** **ROOM 208**
and Practical Pointers
Speakers: Charles Mercer, Nelson Mullins, Raleigh, NC; Reed J.
 Hollander, Nelson Mullins, Raleigh, NC
Moderators: Alan Annis, BNSF Railway, Ft Worth, TX; Greg
 Wood, Ryan LLC, Atlanta, GA
 10:15 Break - sponsored by Datagain Services, Inc.
 10:30 **15 Differences Between Unit Valuations** **ROOM 208**
and Business Valuations
Speaker: Robert Reilly, Willamette Management Associates,
 Chicago, IL
Moderators: Jason Stewart, Tennessee Comptroller, Nashville
 TN; Paul Simon, Xcel Energy, Minneapolis, MN
 12:00 Lunch - Third Floor, Beggs Ballroom, Rhatigan Student Center
 1:30 **It's a Wireless World We Live in:** **ROOM 209**
How Advances in Wireless Technology Will Impact You
Speaker: Iain Gillott, iGR, Inc, Austin, TX
Moderators: Rosella Schad, Missouri State Tax Commission,
 Jefferson City, MO; Gigi Williams, St Lucie County Property
 Appraiser, Ft Pierce, FL; Steve Yergeau, T-Mobile, Bellevue, WA
Energy Transformation Renewables **ROOM 211**
Speaker: David Herr, Duff & Phelps, Philadelphia, PA
Moderators: Linda Blacklock, Oregon Dept of Revenue, Salem,
 OR; Toby Reese, Duff & Phelps, Dallas, TX
 3:00 Break - sponsored by MR Valuation

- 3:15 **Life in the Fast Lane...New Rules of the** **ROOM 209**
Road for Internet Regulation
Panelists: Breann Robowski, Pillsbury Winthrop Shaw Pittman,
 Palo Alto, CA; Mark LoRusso, Ryan LLC, Scottsdale, AZ
Moderators: Jeff Binkley, Deloitte, Atlanta, GA; Annette Crawford,
 Comcast Corp, Philadelphia, PA; Greg Wood, Ryan LLC,
 Atlanta, GA
Railroad Update - Where we are in 2018 **ROOM 211**
Speakers: John Gray, Association of American Railroads,
 Washington, DC; Dan Keen, Association of American Railroads,
 Washington, DC
Moderators: Alan Annis, BNSF Railway, Ft Worth, TX; Mike
 Connolly, North Carolina Dept of Revenue, Raleigh, NC
 4:45 Shuttle bus departs for Marriott Hotel
 6:00 **RECEPTION AT MARRIOTT HOTEL** - sponsored by PowerPlan

WEDNESDAY, AUGUST 1, 2018

ADVANCED COURSE - HUBBARD HALL - WSU CAMPUS

- 7:30 Breakfast - Hubbard South Lobby
 8:30 **Cost of Equity** **ROOM 208**
Speaker: Norm Ross, Pacificorp, Portland, OR
Moderators: Jason Stewart, Tennessee Comptroller, Nashville,
 TN; Paul Simon, Xcel Energy, Minneapolis, MN
 10:00 Break
 10:15 **Legal Update** **ROOM 208**
Speakers: Jonathon Block, Pierce Atwood, Portland, ME; Peter
 Crossett; Barclay Damon, Syracuse, NY
Moderators: Sarah Bradshaw, Arkansas Public Service Tax
 Division, Little Rock, AR; David Crapo, Crapo | Deeds,
 Bountiful, UT
 11:45 Lunch - Shocker Dining Hall, Shocker Hall
 1:00 **2018 Update: Certifying and Claiming Pollution** **ROOM 209**
Control Exemptions for U.S. Pipelines
Speaker: Kathy Transberg, Duff & Phelps, Philadelphia PA
Moderators: Keith Fuqua, Colonial Pipeline, Alpharetta, GA;
 Jenny Wilson, State of Wyoming, Cheyenne, WY
Common Issues in Fair Value Accounting **ROOM 211**
of Intangibles
Speaker: David Ball, Duff & Phelps, Atlanta, GA
Moderators: Claire Chase, Century Link, Overland Park, KS;
 Ruben Miranda, Duff & Phelps, Austin, TX
 2:30 Break
 2:45 **Automation for the Intelligent Enterprise** **ROOM 209**
Speakers: Daren Campbell, Ernst & Young, Washington DC;
 Kerry Carnahan, Datagain, Inc, Jacksonville, FL
Moderators: Jennifer Schilke, Norfolk Southern, Norfolk, VA;
 Dave Schneider, Ernst & Young, Overland Park, KS
Intangibles **ROOM 211**
Speakers: David Crapo, Crapo | Deeds, Bountiful, UT; John
 Ramirez, Willamette Management Associates, Portland, OR
Moderators: Ryan Ivey, Duff & Phelps, Dallas, TX; Jenny Wilson,
 State of Wyoming, Cheyenne, WY
 4:30 Shuttle bus departs for Marriott Hotel
 6:00 **RECEPTION AT MARRIOTT HOTEL**

THURSDAY, AUGUST 2, 2018

INDUSTRY ROUNDTABLES - WICHITA MARRIOTT

- 8:00 **Telecommunications** *Panelists:* Claire Chase, Century Link,
 Overland Park KS; Patrick Titsworth, Kansas Dept of Revenue,
 Topeka KS
Electrics *Panelists:* Kristen Broyer, Avangrid Management,
 Portland, OR; Rosella Schad, Missouri State Tax Commission,
 Jefferson City, MO
Pipelines *Panelists:* Steve Klekar, TransCanada, Houston, TX;
 Jenny Wilson, State of Wyoming, Cheyenne, WY
Transportation *Panelists:* Jennifer Schilke, Norfolk Southern,
 Norfolk, VA; Gigi Williams, St Lucie County Property Appraiser,
 Ft Pierce, FL



REGISTRATION FORM

ON-LINE: www.appraisal.wichita.edu

MAIL: completed form with payment to:
Center for Management Development,
Wichita State University, Box 86, 1845 Fairmount
Wichita, KS 67260-0086

CALL: (316) 978-3118

FAX: completed form to (316) 978-3962

CONFERENCE FEES

- Conference registration \$450 = \$ _____
 State registration \$395 = \$ _____
 July 29 Golf Tournament \$90 = \$ _____
 Scholarship Contribution \$ _____
 Total Amount \$ _____

Fee includes four continental breakfasts, three lunches, break refreshments,
 four social functions, mobile app and conference materials (web access).

Please contact the CMD office if you have a food allergy or mobility issues.

Which of the following do you plan to attend?

- Principles course Advanced course

Which industry do you represent? CHECK ONLY ONE

- State Railroads Telecommunications
 Electrics Airlines Pipelines
 Consultant Attorney Other _____

Please complete all the information requested so that your registration is
 not delayed.

Name (for certificate) _____

Name (for name tag) _____

Title _____

Organization _____

Address _____

City/State/Zip _____

Office Phone _____

Fax _____

E-mail _____

Payment due prior to the beginning of the conference.

- Payment Enclosed
 Please make checks payable to Center for Management Development
 Bill to Organization Attn: _____
 Charge to Credit Card: ___Master Card ___ Visa ___ Discover ___ AmEx
 #: _____
 Exp. Date _____ Security Code _____
 Cardholder Name _____

2018 Conference Planning Committee

- | | |
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| Alan Annis
BNSF Railway | Charles (Chuck) Nazerian
Georgia Department of Revenue |
| James (Jim) Asay
Sempra Energy | Toby Reese
Duff & Phelps |
| Jeff Binkley
Deloitte | Robert Reilly
Willamette Management Associates |
| Linda Blacklock
Oregon Department of Revenue | Rosella Schad
Missouri State Tax Commission |
| Joe Bolian
Taxography | Jennifer Schilke
Norfolk Southern |
| Sarah Bradshaw
Arkansas Public Service Tax Division | Dave Schneider
Ernst & Young LLP |
| Kristen Broyer
Avangrid Renewables Inc | Paul Simon
Xcel Energy |
| Claire Chase
Century Link | Jason Stewart
TN Office of State Assessed Properties |
| Michael (Mike) Connolly
North Carolina Department of Revenue | Jason Szelest
PowerPlan |
| David J. Crapo
Crapo Deeds PLLC | Thomas K. Tegarden
Tegarden & Associates, Inc |
| Annette Crawford
Comcast Corporation | Patrick Titsworth
Kansas Department of Revenue |
| Andrew Davis
Ernst & Young, LLP | Kristen Wilder
Tax Compliance, Inc |
| Keith Fuqua
Colonial Pipeline Company | Gigi Williams
St. Lucie County Property Appraiser |
| Rick LeCompte
Wichita State University | Jennifer (Jenny) Wilson
State of Wyoming |
| Pat McLeod
Wichita State University | Greg Wood
Ryan, LLC |
| Ruben Miranda
Duff & Phelps | Steve Yergeau
T-Mobile |

GENERAL INFORMATION

PURPOSE: This program is designed to study in detail the appraisal of communications, energy and transportation properties for Ad Valorem Taxation. The various indices of value - market, cost and income - and the application of these indices will be considered. As a rule, these indicators of value are considered for all types of property.

WHEN: Sunday, July 29 through Thursday, Aug. 2, 2018.

WHERE: Wichita State University and the Wichita Marriott Hotel.

FEE: Registrations are \$450. State representatives are \$395. Registration fee includes four continental breakfasts, three lunches, break refreshments, four social functions, mobile app and conference materials. Fees not paid by July 13, 2018, are subject to a \$100 late charge.

CANCELLATION POLICY: Cancellations received after July 13, 2018 will be assessed a \$100 cancellation fee. Substitutions are welcome.

DRESS: Casual, warm-weather clothing and comfortable walking shoes. Check the weather before packing.

TRANSPORTATION: Shuttle service will be provided to and from the WSU campus. Shuttle schedule at www.appraisal.wichita.edu.

LODGING: You are responsible for making your own reservations. The hotels will be responsible for confirmation and billing for their respective properties.

Wichita Marriott Hotel (Conference Headquarters)
9100 Corporate Hills Drive, (316) 651-0333
Room Rate:SOLD OUT

OTHER HOTELS NEAR THE WICHITA MARRIOTT HOTEL:
Country Inn & Suites (316) 685-0333 (formerly Fairfield Inn).....\$95
Fairfield Inn East (new property) (316) 685-3777.....\$105
Comfort Inn East (316) 686-2844.....\$95
Homewood Suites (316) 260-8844..... SOLD OUT
Hotel at Waterwalk (316) 263-1061\$89

When making your hotel reservations please mention the WSU Appraisal for Ad Valorem Taxation Conference to receive these special conference rates.

CONTINUING EDUCATION UNITS: This conference is approved for 20 CEU's from IPT (Institute for Professionals in Taxation). To determine if this conference qualifies for CEU's in your profession in your state, contact the appropriate office to obtain forms and then email pat.mcleod@wichita.edu.

CONFERENCE MATERIALS: Conference materials received by CMD will be downloadable from the web and from the mobile app after the presentation is complete.

INSTANT INFORMATION: All registered participants can download the Whova app to your phone or tablet and instant access to the schedule, attendee list, speaker bio's and presentations. They will also be available through Whova mobile app. Join the Twitter feed before and during the conference @AppraisalCT to keep up on all the happenings or use #advalorem in your Twitter post.

If you have questions regarding your conference registration, contact Staci Bryer at (316) 978-5149 or staci.bryer@wichita.edu

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The 48th Annual
Wichita Program



**APPRAISAL for
AD VALOREM
TAXATION**
of Communications, Energy
and Transportation Properties

July 29 - August 2, 2018

www.appraisal.wichita.edu



Confirmed 2018 Conference Sponsors:
Appraisal Economics, Datagain Services, Inc.,
Don Jackson, Duff & Phelps, Management Associates,
MR Valuation, PowerPlan, Railway Supply,
RCC, Taxography, Willamette

A Program co-sponsored by the Committee on Taxation of Energy, Communications and Transportation: and The Center for Management Development, Barton School of Business, Wichita State University, Wichita, Kansas.

New this year!

Whova 48 hours after you register, you will have the ability to download the Whova app and view the schedule, speakers, maps and attendees!
Just **"TAP the APP"** and have the most current conference information at your finger tips.

19th Annual Golf Tournament

Sunday morning, July 29, 2018
SAND CREEK STATION

For detailed information and registration form go to
www.appraisal.wichita.edu

NOTICE OF NONDISCRIMINATION: Wichita State University does not discriminate in its programs and activities on the basis of race, religion, color, national origin, gender, age, sexual orientation, marital status, political affiliation, status as a veteran, genetic information or disability.
The following person has been designated to handle inquiries regarding nondiscrimination policies: Executive Director, Office of Equal Employment Opportunity, Wichita State University, 1845 Fairmount, Wichita KS 67260-0138; telephone 316-978-3186.



W. Frank Barton School of Business
Wichita State University
1845 Fairmount
Wichita, Kansas 67260-0086

The 48th Annual Wichita Program

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AD VALOREM
TAXATION**

of Communications, Energy and
Transportation Properties

July 29 - August 2, 2018



Get up-to-date information on the conference and register on our website at: www.appraisal.wichita.edu