



TEAM Participates at IAAO Conference

Members of TEAM very active & involved at the 79th Annual IAAO Conference in Grand Rapids, MI.



▶ Fred Chmura, AAS, held a meeting of the Infrastructure Review Committee, which he chairs. TEAM member

Rick Stuart, CAE, is also a member of the committee.



▶ Ed Crapo, CFA, ASA, AAS, was involved in several subcommittee meetings. He also served as an observer on the

first day of the Instructor Training Workshop and announced the winners of several awards during the Annual Awards Banquet. Ed is the super-chair of Professional Development, which is responsible for the subcommittees of Education, Instructor Relations and Professional Designations.

▶ Rick Norejko, CMS, was one of three instructors that helped with the training for the three-day Instructor Training Workshop.

▶ Kim Lauffer, RES, RMA, the newest member of TEAM (see page 2), was beyond busy in her role as IAAO president-elect.

▶ Rick Stuart, CAE, was a participant in a Tax Policy session entitled "Doing More with Less... Or Is It Really Doing Less With Less?"



IAAO President's Dinner Guests (L-R): Edye McCarthy; Tawny and Greg McHenry, AAS (guests of TEAM); Stuart Topliff and Randy Ripperger, CAE. TEAM was proud to be a sponsor of the event.



▶ Ken Voss, MAI, SRA, CAE, served as an educational session moderator.

▶ TEAM business partners The Sidwell Company; Pickett & Company, Inc.; and Lexur Appraisal Services were all exhibitors.

▶ **How Many Years?** Fred Chmura, AAS, was recognized at the Annual Business Meeting for being a member of IAAO for 40 years! Great job, Fred!

▶ **TEAM Sponsorship.** TEAM was a sponsor of a Chapter and Affiliate meeting and the Presidential Dinner.

▶ **Award Winner.** Rick Stuart, CAE, was the recipient of the Verne W.



Rick Stuart

Porrerff, CAE Award. This award was named in honor of the late Verne W. Pottorff, CAE, former Executive Board member, and is presented to the

IAAO Professional Designee who has most effectively promoted the interests and mission of the IAAO Professional Designation Program. Contributions may have been in the area of enrolling, advising, and encouraging candidates, developing programs to assist candidates, and in other ways promoting the goals of the program.

Rick was also recognized by IAAO President Rob Turner with a Presidential Citation for "outstanding service and dedication to the International Association of Assessing Officers." ♦

Life After Appraisal



Lynn Gering,
2013 IAAO Member
of the Year

TEAM member Lynn Gering did not know what to expect when she retired. After all, she had spent over 30 years in appraisal and property tax administration for a large jurisdiction.

As chief deputy and chief appraiser for King County (Seattle), Wash., she directed the annual revaluation of over 700,000 parcels totaling over \$340 billion. Her accomplishments include instituting professional appraisal standards and reporting as well as providing operational transparency to the public. She concluded her government time as King County assessor.

"I had a wonderful career with King County. It was great to be part of a team environment dedicated to improving processes and being responsive to taxpayers."

Lynn has long been active with IAAO and served as an Executive Board member, chairing and serving numerous committees including USPAP and Appraisal Regulatory

Advisory Committee, Planning and Rules, and Legal as well as chairing the Metropolitan Jurisdiction Council. She was awarded the Member of the Year. She is a certified general real estate appraiser and state instructor.

For Lynn, the best thing about "retirement" is choosing what you want to do without time constraints. Whether it's traveling for a month in Italy or working on meaningful projects. She is currently providing real estate services to a non-profit group dedicated to preserving Seattle's industrial lands for industrial purposes.

"Seattle has thriving maritime and manufacturing industries providing family-wage jobs here in the city. It is important to retain those industries and jobs."

Lynn resides in Seattle with her husband, David. She is fortunate both her daughters live and work nearby, providing lots of time with her one-year-old granddaughter. They have a weekend lake house on the Olympic Peninsula.

"It was a beautiful summer in the northwest so I basically stayed at the lake and everyone else came and went." ❖



Kim Lauffer, RES

Kim Lauffer Joins TEAM

Kim brings over 20 years of experience in mass appraisal

and property tax administration and specializes in the listing and valuation of producing and non-producing minerals for ad valorem tax purposes.

Kim served as a county appraiser in a small Kansas jurisdiction for two decades garnering valuable knowledge in all aspects of the operation of a county appraiser's office.

She has earned two professional designations, including IAAO's Residential Evaluation Specialist (RES).

Kim was honored to receive IAAO's Member of the Year award from her peers in 2005. She is currently IAAO's president-elect (2013) and will become president of the association in 2014. She previously served as president of the Kansas County Appraiser's Association (KCAA) in 2003. ❖

Special Offer for TEAM Newsletter Readers

Ken Voss, MAI, SRA, CAE, was successful in his request to RERC (Real Estate Research Corporation) to allow readers of the TEAM newsletter to receive the same special offer for the RERC Real Estate Report as those in attendance at the IAAO Annual Conference. Check out the special subscription order form on page 3. Although the offer shows as expiring October 4, get your request in as soon as possible and it will be honored.



We Get Around

In the months of July – September, TEAM members taught or did contract work in the following states: Hawaii, Idaho, Iowa, Indiana, Kansas, Missouri, New Jersey, South Dakota, Washington and Wyoming. Let us know if you need our services in your state.

Check out all the TEAM workshops at <http://www.teamconsulting.cc/> and then select Workshops.

Not finding what you want? Contact us about developing a workshop to meet your needs. Need some help with your office? Contact Rick Stuart, CAE at rstuart@cox.net or call 785.259.1379.

SPECIAL SUBSCRIPTION ORDER FORM

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to IAAO Conference Attendees*

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More AAS Success!



Scott Teruya, AAS

Scott Teruya, AAS, took a key step towards obtaining his AAS designation by offering the AAS Case Study Workshop in his jurisdiction in

Maui. Scott was then able to walk across the stage at the IAAO Annual Conference in Grand Rapids, Mich., to collect his certificate in front of his peers.

Marcy Martin, AAS, also from the Maui office, received her AAS designation. Marcy has held the position of property technical officer for six and one-half years.

Congratulations to **Aruna Pearson, RES, AAS**, for obtaining her AAS designation. Aruna is the supervising real estate appraiser for the city

of Fairfax, Va. Aruna used the TEAM AAS Case Study Review material to help prepare for the IAAO

William Stephenson, AAS, serves as the assistant assessor real estate and appraisal for Washington County in Fayetteville, Ark. William is a long-time member of IAAO. Congratulations on obtaining your AAS designation.

George Barham, REX, AAS, is an appraiser supervisor for the city of Virginia Beach, Va. George previously earned his RES designation in 2009. Good job, George, on your newest designation.

Congratulations to **Patrizia Waggoner, AAS**, who also received her AAS designation from IAAO. For the last five and half years she has been a senior real estate appraiser

Ohio AAS Case Study Review Workshop

The TEAM AAS Case Study review will be held in Ohio. Bob Graham, AAS, will be conducting the workshop Nov. 6 – 8, 2013, in Alliance, Ohio. *Register soon! Deadline for registration is October 15.*

Contact Bob at OhioAdValorem@neo.rr.com or at 330-935-2997

for Henrico County, Va.

See your name included in a future issue of the TEAM newsletter by signing up for the AAS Case Study Workshop to be held in Houston in December (see below). Or be like Scott Teruya and host the workshop in your jurisdiction or area. Contact Rick Stuart, CAE, at rstuart17@cox.net or 785.259.1379 for more details. ❖



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

Did you know that an IAAO designation makes you eligible to be appointed chief appraiser in certain counties even if you don't yet have an RPA? According to HB 585, if you have a population over 100,000, you can be appointed to the position by obtaining the AAS designation, and then you have five years to obtain the RPA. Let TEAM help you earn the AAS and expand your career options.

On December 3–5, 2013, TEAM Consulting LLC will present **AAS Case Study Review**, 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.

Cost for the workshop is only \$300, which includes course materials. Find more information, including a registration form, on the TEAM website (below). For questions, contact Rick Stuart, CAE, rstuart17@cox.net or 785.259.1379.

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



Green Buildings and USPAP

The Appraisal Foundation has issued proposed guidelines for the valuation of green buildings (see below). TEAM Consulting, LLC developed a one-day workshop on this topic, "Valuation of Green Buildings" in 2009 with updates in 2012 and 2013. This workshop has always been approved by state licensing boards for continuing educational credits.

Our workshop would be a wonderful avenue to meet the core competency requirements as outlined below. You can learn more about TEAM's workshop at <http://www.teamconsulting.cc/workshops/workshopoverview.html>.

Valuation of Green Buildings: Background and Core Competency

Issue: As part of its ongoing responsibilities, the Appraisal Practices Board (APB) is tasked with identifying where appraisers and appraisal users believe additional guidance is required. Once such issue identified by the APB is Valuation of Green Buildings—Background and Core Competency.

The APB established a Subject Matter Expert Panel on Green Building Background and Core Competency for appraisers to address the rapidly evolving influence of green

Open Enrollment Workshops

These upcoming TEAM workshops are open for anyone to attend

Upcoming TEAM workshops that are open for anyone to attend are shown below.

► 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

and sustainable building practices in the property valuation profession.

The purpose of this document is to provide guidance to appraisers concerning the necessary background and core competency that is needed to value green, high-performance or sustainable commercial and residential buildings (henceforth referred to as green buildings) as well as existing building stock that is not green (henceforth referred to as brown buildings) yet may have green features or exist in a (local) market that values sustainability and/or green building. This Valuation Advisory is the first in a series of three to be issued by the APB on green buildings. The APB intends to issue additional advisories on the *Valuation of Green Buildings: Residential Properties and the Valuation of Green Buildings: Non-Residential Properties*. ❖

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.

Dec. 3 - 5, Houston, TX (See page 4)

Contact: Rick Stuart, CAE
785.259.1379
rstuart17@cox.net ❖

Meet Our TEAM

- 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
- Kim Lauffer, RES
- Dan Muthard
- Richard Norejko, CMS
- Henry Riley, CAE
- Pam Ringer
- Ron Schultz, CFA
- Rick Stuart, CAE
- Ken Voss, MAI, SRA, CAE

www.teamconsulting.cc

TEAM Workshops a Hit in Idaho

Several one-day TEAM workshops were held in Boise in July. Our two newest workshops, *Valuation of Barndominiums* and *Appraising After a Disaster or in Traumatic Events*, were a big hit, both of which were written in 2013.

■ Valuation of Barndominiums

Authors: Marion Johnson, CAE & Rick Stuart, CAE

Purpose of this workshop is to provide some guidance and suggestions on the process of analysis and valuation of metal buildings converted to living areas—what we call “barndominiums.” These are structures that appear to be metal clad farm buildings but part or all the structure has been finished on the interior and used as living area. Some are used as temporary living area while the owners construct a new stick-built home, while others are built as a permanent residence. The framing can be pole or steel. Available as a self-study program

Ratings: Students rated course material at 4.5 points out of a possible 5 points. Some of the

student comments included:

- Straight forward and practical
- Examples of how-to and pictures — always the best
- Good discussions, good suggestions on how to find value
- Content was useful
- The examples and learning other area’s ways of dealing with these

■ Appraising After a Disaster or in Traumatic Events

Authors: Marion Johnson, CAE & Rick Stuart, CAE

Stuff happens! Assessment officials are constantly faced with appraising property after a disaster—whether natural or man-made. Disasters discussed in this workshop will help you make some preparations in advance and possibly provide a blueprint in case your jurisdiction becomes affected by a disaster.

Disasters are traumatic events, but for the assessors, not all traumatic events are disasters. In this workshop we will also provide some examples of extreme growth or economic changes and some steps that an assessor/appraiser can use to help make these extreme changes manageable. These traumatic events

are a separate issue from disasters. Available as a self-study program.

Ratings: Students rated the course material at 4.7 points out of a possible 5 points. Some of the student comments were:

- Gave me a better understanding of what really can happen
- Made me think about the possibilities
- It gave me insight into an area of appraisal I had never thought about before
- Learning how to value and handle property after a disaster

Other workshops presented during this same week and the ratings are:

■ Collection, Interpretation & Model Building of Income & Expense Data

Ratings: 4.5 points

■ Preparation & Presentation of a Valuation Appeal

Ratings: 4.6 points

■ Valuation of Self-Storage Units

Ratings: 4.6 points

■ Customer Service & Public Relations

Ratings: 4.5 points ❖

Keeping the students’ attention...



Find out more about TEAM’s eye-opening workshops at <http://www.teamconsulting.cc/workshops.html>.

What employee hasn’t watched a few YouTube videos during the half-hour or so running time of the company’s required online training course? Alas, this may become a memory of simpler times. Online training technology company Mindflash announced a new feature called FocusAssist for iPad that uses the tablet’s camera to track a user’s eye movements. When it senses that you’ve been looking away for more than a few seconds (because you were sending e-mails or just fell asleep), it pauses the course, forcing you to pay attention—or at least look like you are—in order to complete it.

Just FYI: Although Mindflash may believe FocusAssist may be beneficial, TEAM instructors do not use this technology. ❖