



## TEAM Welcomes Brad Eldridge to Our Group



Brad Eldridge, MAI

TEAM Consulting LLC is pleased to announce that Brad Eldridge, MAI, has joined our consulting team. Brad has 18 years of experience in both the private

and public sectors of the real estate appraisal industry. He spent 11 years as a fee appraiser performing appraisals coast-to-coast on a wide variety of property types. Since 2009, Brad has worked as the commercial real estate manager for the Douglas County Appraiser's Office in Lawrence, Kansas.

Brad's strengths includes in-

come/expense analysis for commercial properties as well as senior housing, religious facilities, lodging, subsidized housing, and subdivision valuations. He has developed an excellent one-day workshop on senior housing valuation for TEAM (*see below*).

Brad's credentials include a Certified General Appraiser license in Kansas and the MAI designation from the Appraisal Institute. He is a certified instructor for the International Association of Assessing Officers (IAAO) and is a member of IAAO's Education Subcommittee.

Brad also works with the Kansas County Appraiser's Association

(KCAA) and the Property Valuation Division of the Kansas Department of Revenue in developing appropriate valuation methodology for subsidized housing.

Past leadership positions for Brad includes serving as secretary, treasurer, and education co-chair for the Kansas City chapter of the Appraisal Institute, and as local representative for the Leadership Development and Advisory Council (LDAC).

### **Brad can be contacted at:**

1028 Rhode Island Street  
Lawrence, KS 66044

Mobile: (785) 550-0945

Email: [Eldridge.brad@gmail.com](mailto:Eldridge.brad@gmail.com)

## Senior Housing Valuation Seminar Available

The Senior Housing Valuation Seminar is a one-day workshop that provides an overview of and valuation guidelines for the four main types of senior housing: Independent living, assisted living, skilled nursing, and continuum of care retirement facilities. The seminar will also address Alzheimer/ Dementia care units in the various property types.

Specific topics include:

- Property Rights
- Components/Allocation of Value
- Ownership Types
- Market Analysis
- Property Data and Analysis
- Cost Approach

- Sales Comparison (Market) Approach
- Income Approach

Due to the fact the valuation of senior housing properties are income driven, significant time will be spent on the Market Analysis and Income Approach to value, with emphasis on the collection and analysis of rent, occupancy, demographic, income/expense, and capitalization rate data. Examples will include single property and mass appraisal applications.

Written by TEAM member Brad Eldridge, MAI, this one-day work-

shop has a large amount of data that would take you years to gather and interpret on your own.

To set up this workshop, contact Brad at: [eldridge.brad@gmail.com](mailto:eldridge.brad@gmail.com) or (785) 550-0945; or you can purchase the material for \$75 at the TEAM website at <http://bit.ly/1WMLt6V>.



# TEAM Consulting Members Enlighten at GIS/CAMA



URISA/IAAO's GIS/CAMA conference this year was back in Savannah, Ga. TEAM member Keith Cunningham, PhD, was one

of two keynote speakers. He gave an entertaining and informative presentation on the history of aerial photography. The history did a nice job of bringing us through the multiple generations of equipment and processes right up to the doorstep of his research.

Keith has been on the innovative edge of GIS and aerial photogrammetric processes for many years. It led him fairly naturally into the world of drones, which is where much of his current research is concentrated. The controversies that have developed around drones have impacted his research by constraining his activities somewhat. His reflections on these matters and the future of aerial photography and the applications for our business were very thought provoking.

(Learn more about Keith's background in box *right*.)



Another TEAM member, Ed Crapo AAS, ASA, CFA, presented *Leveraging ArcGIS in the Cloud: Doing More with Less*. His copresenters were

Bob Bates CFE, CCF, MCF, Alachua County's executive director of GIS, Technology and Support Services; and Logan Couch, Sr. GIS programmer analyst.

In our October 2015 newsletter, we reported that Alachua County had been presented with a SAG award at ESRI's annual conference. This presentation was about their

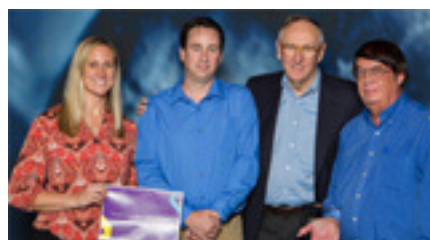
TEAM has a series of Mapping and GIS Workshops available. You can view these at <http://bit.ly/1CRwspv>.

journey to that award.

The bottom line is that through a pilot project of data on the cloud, they discovered incredible cost savings, amazing increases in operational efficiency, and an increased reliability for hardware performance. The cloud offered a built-in, 24/7 IT center for support and open access for all of users.

According to Ed, Alachua County supports GIS functions for several cities, two or more law enforcement agencies, countywide 911, multiple planning divisions and fire departments, and on and on.

"Now if we go down, no one else is affected," said Crapo. "We share licenses on the cloud and experience jurisdiction wide savings by bundling our needs in a single agreement. Prior to the changes, we estimated our cost of operations were \$135,000 to \$160,000 per year. The cloud solution enabled us to reduce our costs to less than \$10,000 a year." ❖



**From 2015 newsletter.** Alachua County's Logan Couch (2nd from left), Sr. GIS programmer analyst; and Bob Bates, CFE, CCF, MCF (on the end), executive director of GIS, Technology and Support Services, with Melissa Northey and ESRI president Jack Dangermond, who presented the ESRI Special Achievement Award to Alachua County's Appraiser's GIS department last year. ❖



The catapault-launched ScanEagle. Photo by Keith Cunningham appearing Keith's 2014 article for TEAM News, "Robot in the Skies."

## Keynote Speaker 2016 GIS/CAMA Conference

**Keith Cunningham**, University of Alaska Fairbanks, Research Professor Fairbanks, Alaska.

Dr. Keith Cunningham is a research professor at the University of Alaska Fairbanks, where he specializes in remote sensing with drones. His largest drone research projects are with the U.S. Air Force Research Laboratory and with the US Department of Transportation.

Over the past thirty years, Keith has been involved with GIS and CAMA technologies. This began with the automation of land records and parcel mapping in the 1980s. During the 1990s, his work included street-view imaging and the IAAO Desktop Review for detecting change in the CAMA database. In 2008, he authored two papers in the *Journal of Property Tax Assessment & Administration* on how to automate CAMA change detection using airborne laser scanning. He has also written articles in the *IAAO Fair & Equitable* magazine on GPS and drones for property mapping.

His most recent GIS/CAMA research is using drones to build three-dimensional photo models of houses and buildings, which has proven to be a popular workshop that he teaches as a member of TEAM Consulting.

—Reprinted with permission of  
Chris Bennett & IAAO.

# Lexur Attends TAAD Conference

By Dan Muthard, President



Lexur Appraisal Services recently attended the Texas Association of Appraisal Districts (TAAD) 35th annual conference in Dallas, Texas. Over 600 TAAD members attended the four-day conference events. We were extremely impressed with the various programs and the overall synchronization of the conference.

This was Lexur's first time to exhibit at this conference, and it was a huge success not only for TAAD but also for Lexur. We were very impressed with the conference program content and associated activities. The conference planning committee should be very proud of their combined efforts in putting on such a fine event.

Lexur along with business partner Data Cloud Solutions (DCS) demonstrated Lexur's Virtual Data Verification (VDVSM) desk-top software and its full integration with

DCS's Mobile Assessor (MASM). Over 300 members stopped by our booth to see our exhibit to gather information. Many participants asked questions on how the VDVSM and MASM technology could work for their individual districts.

Several Texas CADs are already using the Mobile Assessor approach for data verification and parcel field review. The VDV desk-top approach certainly appealed to some as an excellent tool for pre-field review of exterior data characteristics, sketch validation, and parcel boundary definitions. Our integration concept spoke well toward the use of a system that is the best available in the appraisal industry today.

Since 2008, Lexur Appraisal Services has data verified and valued over 2 million parcels, including small and large jurisdictions. Some of the larger known counties

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include the cities of Columbus and Cincinnati, Ohio. In addition, we have been awarded an effort in Miami-Dade County, Fla., to data verify over 550,000 properties over a five-year period as a subcontractor to iLOOKABOUT, who is providing street-level imagery for the county.

Data Cloud Solutions to date has over 7 million parcels under management utilizing its Mobile Assessor process. Obviously, our business teaming is a logical approach for the Texas Appraisal Districts. Lexur and DCS look forward to meeting and working with many of the Texas Appraisal Districts in the very near future. ❖



Jenni Van Hart vice president of Micrographics, Inc; Mr. Nobuyuki Okubo from Fujitsu; Jim Craig president of Micrographics, Inc; Glenda Walrath, ACPA; Ed Crapo ACPA, Mr. Kiyoshi Hasegawa, Fujitsu; and Bob Bates ACPA.

## President of PFU, a Fujitsu Company, visits Alachua County, Fla., Property Appraiser

Gainesville, Fla —The Alachua County Property Appraiser (ACPA) hosted Fujitsu's president and director of product strategy on Thursday morning, February 18, to give them an up close and personal look at the

county's document management solution, which includes Fujitsu scanners.

President of PFU, a Fujitsu company, Mr. Kiyoshi Hasegawa, and his Director of Product Strategy, Mr.

Nobuyuki Okubo, were impressed with the effectiveness of the county's implementation of their electronic content management solution and the forward thinking of the organization.

Mr. Ed Crapo, AAS, ASA, CFA, Alachua County's property appraiser, spoke of the importance of reducing the quantity of paper copies being retained by the county. He enjoys the speed which staff is now able to access the majority of their records, both current and past. This is due to the successful implementation of a comprehensive document management program.

Mr. Hasegawa was delighted to see the almost empty secure storage room in the new location on Main Street and recognized it was a testament to both the hard work of property appraiser staff and the reliability of his Fujitsu scanners. ❖

## New AAS Designee

Reprinted from IAAO's *Fair & Equitable* with permission from Chris Bennett & IAAO.

TEAM is proud to recognize new AAS designees who have used our case study review material. *Congrats* to all the new designees.



**Philip A. Vinson, AAS**, fulfilled the requirements of the Assessment Administration Specialist designation

in November 2015. Mr. Vinson is employed by the Appraisal Research Corporation in Findlay, Ohio as a project manager, a position he has held for the past four years.

He began with the company as an analyst, and then was promoted to statistical analyst before moving into his present position. Philip

has both assisted in and overseen revaluation, triennial, and new construction efforts spanning multiple counties, while serving specific functions in management, statistical analysis, parcel analysis, and data collection.

Prior to his employment with Appraisal Research Corporation, Philip worked in local government, for the City of Marysville's Engineering and Planning Department. He also served as chair of the City of Marysville's Board of Zoning Appeals. He holds a bachelor of arts in public administration, with minors in business administration and bible, from Cedarville University, Cedarville, Ohio. He has been a member of IAAO since 2014. ❖

## Good Reviews for TEAM Workshops

Rick Stuart, CAE presented two TEAM workshops in Dupont, Wash., in February, and both received very good reviews.

### Valuation of Lodging

#### Properties:

92% rated the workshop "excellent" or "very good." Comments:

— Very impressed. I had no experience in motels, no improvements for beginning class! Thank you.

—A lot of info for one day.

### Valuation of Manufactured

#### Homes:

74% rated the workshop "excellent" or "very good." Comments:

—I was only coming for hours but found this very good. I really learned a lot.

—Well put together, well presented!  
—It was excellent.

Rick also presented the **The Development of Capitalization Rates** in five Texas cities in a five-day period. 95% rated the workshop "excellent" or "very good" with 75% rating it "excellent." Comments:

—You give us real life experiences and actual case work, not just theories.

—Content of the material was great!! Well written.

—The content was well thought out and was able to reach a diverse audience ranging from little experience to well tenured appraisers.

In February, Rick also presented **The Valuation of Big Box Properties** at the TAAD conference in Dallas.

Let us know how we can help your educational offerings receive high ratings. Almost 5,000 students have attended our workshops in the last four years. If you are seeking current topics with hands-on application in your office, contact Fred Chmura, AAS, at [fchmura@teamconsulting.cc](mailto:fchmura@teamconsulting.cc) or Rick Stuart, CAE, at [rstuart17@cox.net](mailto:rstuart17@cox.net). ❖

## TEAM Consulting Announces

### 2016 AAS Case Study Review Workshop

June 28–30, 2016 • Manhattan, Kansas

*This workshop can take months off the time it takes you to prepare on your own!*

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. Topics to be discussed:

- 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 will conclude with a practice four-hour case study exam with the answers provided. *This is not an IAAO workshop but one developed by TEAM Consulting, LLC.* Cost for the workshop is \$275.

For more information, including a registration form, go to **AAS Workshop Schedule** on the TEAM website. For questions, contact Rick Stuart, CAE, at [rstuart17@cox.net](mailto:rstuart17@cox.net) or 785.259.1379.

## Interesting Buildings

By Rick Stuart, CAE

Over the years I have collected a very large number of photos. They are actually in a file titled "Weird Buildings," but I thought a more appropriate title would be "Interesting Buildings." My intention is to publish a couple each month. If you have pictures that have piqued your interest, email them to me, and I will add to the file and the newsletter.



Crooked House, Poland



Cubic House, Netherlands



## Travel Squad

TEAM associates continue to move about the country teaching, consulting and speaking. In the first quarter of 2016, we have been

in Arizona, Georgia, Idaho, Indiana, Mississippi, Missouri, Texas, Virginia and Washington.

Looking for a workshop, series of workshops or professional assistance for your location? Find them on our website at <http://www.teamconsulting.cc/>.

## Now Available: Video Explaining Appraisal Process to Property Owners

TEAM Consulting, LLC and 502 Media Group have produced an award-winning video that explains the fair and equitable appraisal process. This clear and concise tool provides a quick and convenient way to deliver your message.

### Video Answers Common Questions About Appraisals

As an appraiser or assessor, you spend countless hours answering questions and fielding appraisal appeals from taxpayers. With each question, it's undeniable that there is widespread confusion about the appraisal process. Often taxpayers are unclear on exactly how appraisers determine a property's worth. This confusion can lead to unnecessary misunderstandings.

### *We have created a solution that is more effective than presentations, brochures or phone calls:*

A custom-branded animation that explains this process in terms that are easy for anyone to understand. The video can be uploaded to your website or your YouTube channel for easy access by your property owners. And it is available in English or Spanish. See for yourself! Preview the English version above.

### Let the Video Do the Explaining

Our goal is to help communicate the appraiser's role in determining fair property values. Our video breaks down each part of this process to clear up any misunderstandings that may exist around property



CLICK ON THE APPRAISER VIDEO PREVIEW ABOVE

### See for yourself!

Preview the Appraiser video above or the Assessor video below. Once you are ready to order your customized video, simply complete the order form online [here](#).



CLICK ON THE ASSESSOR VIDEO PREVIEW ABOVE

appraisals. Appraisers and property owners alike will appreciate the easy-to-understand information.

### Save Time: Yours & Property Owners'

Fielding questions and processing appeals from taxpayers takes time. Using this video to answer common questions frees you to focus on other demands of your job. ❖

**CLICK HERE TO ORDER YOUR CUSTOMIZED VIDEO TODAY!**