

Seminar Agenda

Highest and Best Use

A New Focus on Determining Fair Assessments for Industrial and Commercial Properties

Friday, October 13, 2006	
7:30 am to 8:00 am	Continental Breakfast
8:00 am to 8:15 am	Welcome and Introduction: John Garippa, President, American Property Tax Counsel, Garippa, Lotz & Giannuario, Montclair, NJ
Session 1 8:15 am to 9:15 am	A New Look at Highest and Best Use: Expanding the Limits of Highest and Best Use in Valuing Industrial and Commercial Properties Presenter: David C. Lennhoff, Delta Associates, Vienna, VA Moderator: Paul D. Bancroft, Bancroft Susa & Galloway, Tucson, AZ
Session 2 9:15 am to 10:15 am	Panel: Commercial – Anchor vs. Mall or Anchor and Mall A. Scruggs Love, Jr., Love & Associates, Hondo, TX Alvin O. Benton, Benton Advisory Group, Ltd., Marietta, GA Mark Parish, The Taubman Company, Bloomfield Hills, MI Richard R. Wright, JCPenney Co., Dallas, TX Moderator: James P. Regan, Fisk Kart Katz and Regan, Ltd., Chicago, IL
10:15 am to 10:30 am	Break
Session 3 10:30 am to 11:30 pm	The Effect of Globalization, Outsourcing, Productivity and Market Share on Economic Obsolescence Presenter: John J. (Jack) Coyle, Coyle, Lynch & Company, Sharon Hill, PA Moderator: William K. Elias, Elias, Books, Brown & Nelson, P.C., Oklahoma City, OK
12:00 pm	Lunch
6:30 pm	Cocktails and Dinner at Ritz-Carlton
Saturday, October 14, 2006	
7:30 am to 8:00 am	Continental Breakfast
Session 4 8:00 am to 9:15 am	Contemporary Issues Panel Value in Exchange vs. Value in Use: Why Assessments are Inflated When Highest and Best Use Is Ignored David C. Lennhoff, Delta Associates, Vienna, VA Michael B. Shapiro, Honigman Miller Schwartz and Cohn, LLP, Detroit, MI C. Kurt Barrow, Indiana Department of Local Government Finance, Indianapolis, IN Moderator: Stephen H. Paul, Baker & Daniels, Indianapolis, IN
9:15 am to 9:30 am	Break
Session 5 9:30 am to 10:30 pm	Presentation: CAP Rate Survey – An Analysis of Commercial and Industrial Market Extracted CAP Rates Presenter: Ron M. Donohue, Ph.D., Hoyt Advisory Services, Palm Beach, FL Moderator: David J. Crapo, Wood Crapo, LLC, Salt Lake City, UT
10:45 am to 11:00 am	Closing Remarks
11:00 am	Lunch – Pick Up Box Lunch
6:30 pm	Cocktails and Dinner at Ritz-Carlton

