

THE
FIFTEENTH
ANNUAL PROGRAM

**Appraisal of Utilities
and Railroad Property
for Ad Valorem
Taxation**

**July 29, 30, 31, August 1, 1985
Wichita State University
Wichita, Kansas**

A program co-sponsored by the Public Utilities and
Transportation Taxation Committee
the National Tax Association-Tax Institute of America
and the College of Business Administration, Wichita State University

APPRAISAL OF UTILITIES AND RAILROAD PROPERTY FOR AD VALOREM TAXATION

DATES: Monday through Thursday Morning (Three and one-half days) July 29, 30, 31, August 1, 1985.

PLACE: WSU Campus, Wichita, Kansas, R. Dee Hubbard Hall.

COST: Program Fees Per Person — \$135.00. This fee includes all program materials, rolls, juice and coffee each morning prior to opening sessions and coffee and coke breaks.

Meals Per Person — \$55.00. This fee includes three luncheons, the reception and buffet dinner. Reservations for meals must be made in advance.

PURPOSE: The program is designed to study in detail the appraisal of utilities and railroad property for ad valorem taxation. The various indices of value — marketing, 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.

LODGING: For accommodations you will have a choice of the Hilton Inn East, backup space at the Holiday Inn East, or arrangements of your own selection. When we receive your registration blank with your indication of preferred housing, we will return a reservation card to you. You will then be responsible for making your own reservations. Space is limited at the Hilton and they will take reservations on a "first come, first serve basis." The Wichita Hilton Inn East will be responsible for confirmation and billing for their respective accommodations.

DRESS: Suggested attire - casual, warm-weather clothing.

SUNDAY, JULY 28, 1985

3:00-7:00 Registration - Hilton Inn East
5:30-6:30 Get-Acquainted Social Hour - Hilton Inn East

MONDAY, JULY 29, 1985

8:00 Continue Registration - **R. Dee Hubbard Hall**, WSU Campus
8:30 Welcome, Purpose, and Outline of 1985 Workshop Program
Dr. Douglas Sharp, Dean, College of Business Administration,
Wichita State University
8:45 Concurrent Sessions
1. **Introductory** - Principles of Appraisal for Public Utility and Railroad Property
Robert H. McSwain, Consultant-Appraiser, Montgomery, Alabama
David Shank, Manager of Ad Valorem Taxes, Northwest Energy
Corporation, Salt Lake City, Utah
Tom Tegarden, Fleming-Tegarden Associates, Nashville, Tennessee
A. Purpose of Course and General Discussion
B. Review of Appraisal Process
C. Sources of Financial Data
D. Cost Approach
(This course will run all day Monday and Tuesday. This is a basic course devoted to the introductory principles of appraisal — cost, market and income — for railroad and utility property. Lectures, discussion, case analysis, and homework assignments will be used.)
2. **Advanced** - The Cost Approach
Max Arnold, Max Arnold and Associates, Inc.,
Denver, Colorado
Ed Leyba, Director, Property Tax Division, Arizona Department
of Revenue, Phoenix, Arizona
Tom O'Connor, Manager, Real Estate and Property Tax Administration,
Boston Edison, Boston, Massachusetts
Moderator/Coordinator — **Dr. George Christy**, Department of Finance,
College of Business Administration, North Texas State University
10:15 Break
10:30 Concurrent Sessions
1. **Introductory** - Principles of Appraisal for Public Utility and Railroad Property
(continued)
A. Review

10:30 Concurrent Sessions (continued)
B. Determination of Income Stream
1. Theory of Income Approach
2. Determination of Income Stream
2. **Advanced** - The Cost Approach (continued)
Lunch - Ballroom, Campus Activities Center
11:45
1:00 Concurrent Sessions
1. **Introductory** - Principles of Appraisal for Public Utility and Railroad Property
(continued)
A. Review
B. Stock and Debt - Market Approach
2. **Advanced** - Anatomy of a Sale
Robert L. Hartman, Director, Ad Valorem Tax Division,
Oklahoma Tax Commission, Oklahoma City, Oklahoma
Martin D. Miller, A.S.A. Property Tax Administration Consultant
and Consulting Appraiser, Chicago, Illinois
F.P. McConnell, GTE, Stamford Connecticut
Moderator/Coordinator — **William B. Moore**, Tax Manager,
The Williams Companies, Tulsa, Oklahoma
2:15 Break
2:30 Concurrent Sessions
1. **Introductory** - Principles of Appraisal for Public Utility and Railroad Property
(continued)
A. Review
B. Capitalization Rate
2. **Advanced** - Return to Equity/Return to Debt
Roger C. Ibbotson and
Laurence Siegel, Ibbotson Associates, Chicago, Illinois
4:15 Adjournment
6:00 Reception - Hilton Inn East
7:00 Buffet Dinner - Hilton Inn East
TUESDAY, JULY 30, 1985
8:25 Announcements
8:30 NTA/TIA President, **Jay Merrill**, Oklahoma City, Oklahoma
8:45 Concurrent Sessions
1. **Introductory** - Principles of Appraisal for Public Utility and Railroad Property
(continued)
A. Review
B. Cost Approach
2. **Advanced** - A View from the Bench
The Honorable Dale Badsoe, Salem, Oregon
10:15 Break
10:30 Concurrent Sessions
1. **Introductory** - Principles of Appraisal for Public Utility and Railroad Property
(continued)
A. Review
B. Correlation, Allocation and Distribution
2. **Advanced** - Railroad Accounting Changes - Impact on Valuation
Harold Hale, Senior Property Appraiser California State Board of
Equalization, Sacramento, California
Clifford C. Eby, Director of Finance, Association of American Railroads,
Washington, D.C.
Richard L. Gunn, General Tax Commissioner, Southern Pacific
Transportation Company, San Francisco, California
Moderator/Coordinator — **J. F. O'Grady**, Director of Taxes, Bessemer
and Lake Erie Railroad Company, Monroeville, Pennsylvania

11:45 Lunch - Ballroom, Campus Activities Center
1:00
1. **Introductory** - Principles of Appraisal for Public Utility and
Railroad Property (continued)
2. **Advanced** - Cash Flow Analysis
Dr. Bradford Cornell, Professor of Finance, Graduate School of
Management, UCLA, Los Angeles, California
Dr. John H. Davis, III, Business Valuation Services, Inc.,
Montgomery, Alabama
G. W. Fisher, General Tax Representative, Pacific Northwest Bell
Telephone Company, Seattle, Washington
Robert Forsberg, Supervisor of State Assessments, Ad Valorem
Tax Division, Department of Revenue and Taxation,
Cheyenne, Wyoming
Moderator/Coordinator — **William B. Jackson**, Principal
Property Appraiser, Valuation Division, State Board of
Equalization, Sacramento, California
2:30 Break
2:45 Concurrent Sessions
1. **Introductory** - Principles of Appraisal for Public Utility and
Railroad Property (concluded)
2. **Advanced** - Cash Flow Analysis (continued)
WEDNESDAY, JULY 31, 1985
8:40 Announcements
8:45 **General Session** - Significant Court and Administrative Tax Cases
Gregory G. Fletcher, Laughlin, Halle, Clark, Gibson & McBride,
Memphis, Tennessee
Break
10:15 **General Session** - Risk in the Telecommunications Industry
Neil D. Yelsey, Telecommunication Services Analyst,
Solomon Brothers, New York, New York
Moderator/Coordinator — **Clarence Brasfield**, Division Tax
Manager, Southern Bell Telephone Company, Atlanta, Georgia
10:30
Lunch - Ballroom, Campus Activities Center
11:45 **General Session** - The Income Approach — Application of the Theory:
Four Views
Charles Burkhardt, Division of Property Valuation,
State of Kansas, Topeka, Kansas
Peter J. Emanuel, Union Pacific Corporation,
Broomfield, Colorado
Gerald A. Henrikson, Tax Manager, AT&T Communications,
San Francisco, California
Jerry Smith, Bureau of Utility and Special Taxes,
Department of Revenue, Madison, Wisconsin
Moderator/Coordinator — **John C. Goodman**,
American Appraisal Associates, Inc., Milwaukee, Wisconsin
4:15 Adjournment
5:30 Informal Discussion and Socializing - Hilton Inn East
8:45 **THURSDAY, AUGUST 1, 1985**
General Session - Challenge the Workshop Planning Committee —
Hilton Inn East
10:30 Adjournment

REGISTRATION FORM

APPRAISAL OF UTILITIES AND RAILROAD PROPERTY FOR AD VALOREM TAXATION — July 29, 30, 31, August 1, 1985

☐ Registration Fee Per Person \$135.00
☐ Meal Package (Three Luncheons, Reception and Buffet Dinner) \$ 55.00
☐ 1985 Proceedings \$ 20.00

PLEASE CHECK YOUR CHOICES AND PUT TOTAL AMOUNT HERE.....

Check One — () Wichita Hilton Inn East () Holiday Inn East () Own Arrangements
Reservations for lunches and dinner must be made in advance to help facilitate planning.

Name _____ Company Name _____
Address _____ City/State _____ Zip _____
() Bill Me () Bill My Company () Payment Enclosed
Make checks payable and mail to:
Center for Management Development, Campus Box 86,
Wichita State University, Wichita, Kansas 67208, (316) 689-3118.
For additional enrollments, please furnish above information.

NON-PROFIT
ORGANIZATION
U.S. POSTAGE
PAID
PERMIT NO. 392
WICHITA, KS

ADDRESS CORRECTION REQUESTED
RETURN POSTAGE GUARANTEED

ADDRESS CHANGE?
ON OUR LIST TWICE?

Please detach corrected mailing address
label (or labels if more than one) and mail
to address above.

- ☐ Change as shown
☐ Remove from list

WICHITA HILTON INN EAST

The Wichita Hilton Inn East is located at 549 S. Rock Road — Phone (316) 686-7131. There are no meals included in the prices quoted below.

COST: (These costs are quoted on a per-night basis)

One\$54.00
Two Persons.....\$54.00

A reservation card will be sent with your confirmation letter.

BUS SERVICE WILL BE PROVIDED TO AND FROM THE WSU CAMPUS.

HOLIDAY INN EAST

The Holiday Inn East is located at 7334 E. Kellogg — Phone (316) 685-1281. There are no meals included in the prices quoted below.

COST: (These costs are quoted on a per-night basis)

One\$40.00
Two Persons.....\$40.00

BUS SERVICE WILL BE PROVIDED TO AND FROM THE WSU CAMPUS.

NOTE — Please make your room reservations directly with the above hotels, mentioning the Appraisal of Utilities and Railroad Property for Ad Valorem Taxation conference to assure placement and special rates. If you have any problems securing room reservations, please call our office. Space is limited at the Hilton Inn.

PLANNING COMMITTEE FOR 1985 PROGRAM

Harvey G. Allen
Ken Boyer
Clarence Brasfield
George Christy
John H. Davis, III
Carol E. Deason
David Gaskell
John Goodman
Hal Holmquist
William Jackson
J. Donald Jones
Charles McCreath
Gerald McDougall
William B. Moore
Tom O'Connor
J. F. O'Grady
Clark Payne
Harold B. Pennington
Arthur R. Rosen
David Shank
Douglas Sharp
Harold V. Vaughn

REGISTRATION FORM

Please complete the other side of this form and mail to the

Center for Management Development
Wichita State University
Wichita, Kansas 67208

For additional information
call
(316) 689-3118

ADDRESS CORRECTION REQUESTED

☐ Remove from list

☐ Change as shown

Company _____

Name _____

Address _____

State _____ Zip _____

Names to be added:

