



The Nineteenth Annual Program

Appraisal of Utilities & Railroad Property for Ad Valorem Taxation

July 24, 25, 26 and 27, 1989

The Wichita State University — Wichita, KS

A Program Co-Sponsored by: The Public Utilities and Transportation Taxation Committee,
The National Tax Association — Tax Institute of America and Center for Management
Development, W. Frank Barton School of Business, The Wichita State University, Wichita, KS.

Appraisal of Utilities & Railroad Property for Ad Valorem Taxation

SUNDAY, JULY 23, 1989

3:00-7:00 Registration — Marriott
5:30-6:30 Get Acquainted Social Hour — Marriott

MONDAY, JULY 24, 1989

8:00 Continued Registration — R. Dee Hubbard Hall, The Wichita State University Campus
8:30 WELCOME AND OVERVIEW
Douglas Sharp, Dean, W. Frank Barton School of Business, The Wichita State University
Frederick D. Stocker, Executive Director, National Tax Association/Tax Institute of America
8:45 Concurrent Sessions
1. INTRODUCTORY—PRINCIPLES OF APPRAISAL FOR PUBLIC UTILITY AND RAILROAD PROPERTY
Diane Ange, Tegarden & Associates, Nashville, Tennessee; **W.H. Bonham**, Florida Power & Light, Jino Beach, Florida; **Charles McCreath**, Operating Bureau Chief, State of Idaho, Boise, Idaho; **Clark Payne**, Southwestern Bell Telephone Company (Retired), St. Louis, Missouri; **Donald J. Reiff**, Union Pacific Corporation, Broomfield, Colorado; **Dave Shank**, Manager of Taxes, Northwest Energy Corporation, Salt Lake City, Utah; **Jerry Smith**, Wisconsin Department of Revenue, Madison, Wisconsin; **Tom Tegarden**, Tegarden and Associates, Nashville, Tennessee.
2. ADVANCED — CHANGES IN PUBLIC UTILITY REGULATION
Moderator/Coordinator: **Dennis Simmons**, General Tax Supervisor Southwestern Bell Telephone, St. Louis, Missouri; **Branco Terzic**, P.E., Group Vice President, AUS Consultants, Milwaukee, Wisconsin; **Agnes Cashman**, Federal Regulation Division, American Telephone and Telegraph Company, Basking Ridge, New Jersey; **Thomas H. Fehring**, P.E., Director of Financial Management, Wisconsin Electric Company, Milwaukee, Wisconsin.
10:15 Break
10:30 Concurrent Sessions
1. PRINCIPLES COURSE (continued)
2. ADVANCED — LEASED PROPERTY-UNIT VALUE
Moderator/Coordinator: **Gene J. DePaul**, Principal Property Appraiser, State Board of Equalization, Sacramento, California; **Harvey Allen**, Treasurer, United Telephone System, Midwest Group, Overland Park, Kansas; **Dennis Donner**, Manager, Central Assessment, Nebraska Department of Revenue, Lincoln, Nebraska; **Harold Hale**, Supervisor of Unitary Valuations, State Board of Equalization, Sacramento, California; **Don Schmitt**, Director of Taxes, Teleconnect Long Distance Seminars, Cedar Rapids, Iowa.
11:45 LUNCH
1:00 Concurrent Sessions
1. PRINCIPLES COURSE (continued)
2. IDENTIFICATION OF COMPARABLES FOR RATE OF RETURN ESTIMATION
Moderator/Coordinator: **Mike Monson**, Director, Property Tax Division, Utah State Tax Commission, Salt Lake City, Utah; **Cindy Janssen**, District Manager, Financial Policy and Requirements, American Telephone and Telegraph, Montvale, New Jersey.
2:30 BREAK
2:45 Concurrent Sessions
1. PRINCIPLES COURSE (continued)
2. ADVANCED — LEGAL UPDATE
Moderator/Coordinator: **Clark Payne**, Southwestern Bell Telephone Company (Retired), St. Louis, Missouri; **Mark Buchi**, Partner, Holme, Roberts and Owen, Salt Lake City, Utah; **Gregory Fletcher**, Laughlin, Halle, Gibson, and McBride, Memphis, Tennessee; **Gary Thorup**, Prince, Yates, Geldzahler, Salt Lake City, Utah.
4:15 ADJOURNMENT
6:00 RECEPTION — MARRIOTT
7:00 BUFFET DINNER — MARRIOTT — Come and Enjoy The Hawaiian Luau with us

TUESDAY, JULY 25, 1989

8:30 Concurrent Sessions
1. PRINCIPLES COURSE (continued)
2. ADVANCED — PREDICTING INCOME — AN ESSENTIAL COMPONENT OF THE INCOME APPROACH
Moderator/Coordinator: **James Moores**, Supervisor, Public Utility Section, Ad Valorem Tax Division, Alabama Department of Revenue, Montgomery, Alabama; **John E. Green**, MAI, Consultant, John E. Green & Associates, Montgomery, Alabama; **Dr. Larry E. Richards**, College of Business Administration, University of Oregon, Eugene, Oregon.
10:00 BREAK
10:15 Concurrent Sessions
1. PRINCIPLES COURSE (continued)
2. ADVANCED — CONGLOMERATION
Moderator/Coordinator: **Gary Cornia**, Professor, Graduate School of Management, Brigham Young University, Provo, Utah; **John Goodman**, Senior Vice President, Associated Valuation Technologies, Inc., Milwaukee, Wisconsin; **Greg Dickerson**, Public Utility Valuation Manager, Georgia Department of Utilities Division, Atlanta, Georgia.
11:45 LUNCH
1:00 Concurrent Sessions
1. PRINCIPLES COURSE (continued)
2. HOT ISSUES IN APPRAISAL AND VALUATION
Moderator/Coordinator: **Arlo Woolery** CAE, Vice President and Archibald M. Woodruff Fellow, Lincoln Institute of Land Policy, Sun City West, Arizona.
Jim Bridge, Union Electric Company, St. Louis, Missouri; **Bill Fisher**, Pacific Northwestern Telephone, Seattle, Washington; **Barry Murphy**, Tennessee Public Service, Nashville, Tennessee; **John E. Green**, Consultant, John E. Green & Associates, Montgomery, Alabama.
2:30 BREAK
2:45 Concurrent Sessions
1. PRINCIPLES COURSE (concluded)
2. ADVANCED — HOT ISSUES (concluded)
4:15 ADJOURNMENT

WEDNESDAY, JULY 26, 1989

8:30 GENERAL SESSION — NEGOTIATION
Moderator/Coordinator: **Clarence M. Brasfield**, Director, Corporate Taxes, Bell South Corporation, Atlanta, Georgia; **Chester "Chet" Reynolds**, Performance Consultant, Wilson Learning Corporation, Atlanta, Georgia.
10:00 BREAK
10:15 GENERAL SESSION — NEGOTIATION (continued)
11:45 LUNCH
1:00 GENERAL SESSION — VIEW FROM WALL STREET
Moderator/Coordinator: **Clark Payne**, Southwestern Bell Telephone Company (Retired), St. Louis, Missouri; **William B. Buchanan**, Associate, First Boston Corporation, New York, New York.
2:00 BREAK
2:15 GENERAL SESSION — VIEW OF ECONOMY
George Christy, Professor of Finance, North Texas State University, Denton, Texas.
4:15 ADJOURNMENT
5:30 INFORMAL DISCUSSION & SOCIALIZING — MARRIOTT

THURSDAY, JULY 27, 1989

7:30 CONTINENTAL BREAKFAST — MARRIOTT
8:30 BREAKOUT SESSIONS — MARRIOTT — Discussion of issues facing a particular industry arising from subjects discussed in a more general fashion during the workshop.
1. ELECTRICS
Moderator/Coordinator: **Carol Deason**, Manager, Ad Valorem Tax, The Kansas Power and Light Company, Topeka, Kansas; **Gregg Dickerson**, Public Utility Valuation Manager, State of Georgia, Atlanta, Georgia; **James Moores**, Supervisor, Public Utilities Section, State of Alabama; **Robert G. Strong**, Property Tax Manager, Pacific Power & Light, Portland, Oregon; **J.D. Jones, Jr.**, Manager, Corporate Taxes, Salt River Project, Phoenix, Arizona.
2. RAILROADS
Moderator/Coordinator: **Donald J. Reiff**, Manager of Transportation Property Taxes, Union Pacific Corporation; **Dennis Donner**, Manager, Central Assessment, State of Nebraska, Lincoln, Nebraska; **David DeBar**, Manager Property Taxes-Transportation, Union Pacific Corporation, Broomfield, Colorado.
3. TELECOMMUNICATIONS
Moderator/Coordinator: **Ross McVey**, Director-Tax, Telephone and Data Systems, Inc., Madison, Wisconsin; **Dennis Simmons**, General Tax Supervisor, Southwestern Bell Telephone, St. Louis, Missouri; **Gary Harris**, Assistant Director of Assessments, Tennessee Public Service Commission, Nashville, Tennessee.
4. PIPELINES
Moderator/Coordinator: **Robert McKenna**, Manager, State and Local Taxes, Mic Con Corporation, Lombard, Illinois.
John Gusswein, Senior Tax Representative, Mic Con Corporation, Lombard, Illinois; **Bruce Cartright**, Tax Representative, AMOCO, Denver, Colorado.
10:30 CONFERENCE ADJOURNMENT

REGISTRATION FORM

APPRAISAL OF UTILITIES AND RAILROAD PROPERTY FOR AD VALOREM TAXATION — July 24, 25, 26, and 27, 1989

☐ Registration Fee Per Person \$150.00
☐ Meal Package (three luncheons, reception, buffet, dinner — reservations must be made in advance) \$ 55.00
☐ 1989 Proceedings \$ 20.00

PLEASE CHECK YOUR CHOICES AND PUT TOTAL AMOUNT HERE

☐ Basic Course ☐ Advanced Sessions
Check One — () Wichita Marriott (Conf. Headquarters) () Days Inn East () Scotsman Inn () Own Arrangements
You will be responsible for making your own reservations.

Name (for certificate) Phone Number

Name (for name tag) Company Name

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() Bill Me () Bill My Company () Payment Enclosed

Make checks payable and mail to: Charge to: ☐ MasterCard ☐ Visa
Center For Management Development, Campus Box 86, No.:

The Wichita State University, Wichita, Kansas 67208, (316) 689-3118. Expiration Date

For additional enrollments, please furnish above information.

GROUP DISCOUNTS: A 10% discount for registration only will be given to all organizations simultaneously registering five or more participants in the workshop.

ADDRESS CORRECTION REQUESTED

CENTER FOR MANAGEMENT DEVELOPMENT
Campus Box 86, The Wichita State University, Wichita, Kansas 67208

Remove from list ☐

Change as shown ☐

Company _____

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Address _____ City/State _____ Zip _____

Names to be added:

PLANNING COMMITTEE FOR 1989 PROGRAM

Robert Bailey
Rudy Bischof
W. H. Bonham
James M. Bridge
Clarence M. Brasfield
Dr. George Christy
Dr. Gary C. Cornia
Don Cothorn
Carol E. Deason
Gene DuPaul
Seth L. Franzman
John C. Goodman
Hal Holmquist
Charles McCreath

Gerald S. McDougall
Robert McKenna
Ross J. McVey
Mike Monson
James R. Moores
Clark Payne
Donald J. Reiff
David W. Shank
Douglas Sharp
Dennis J. Simmons
Jerry V. Smith
Frederick Stocker
Tom Tegarden
Gary Wiggins

GENERAL INFORMATION

DATES: Monday through Thursday morning (three and one-half days) July 24, 25, 26 and 27, 1989.

PLACE: The Wichita State University Campus, Wichita, Kansas, R. Dee Hubbard Hall.

COST: Program Fees Per Person — \$150.00. This fee includes all program materials, continental breakfast and 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.

DRESS: Suggested attire — casual, warm-weather clothing. Dinner — Hawaiian Luau.

TRANSPORTATION: Bus service will be provided from the Wichita Marriott West parking lot each morning and evening to the WSU campus. Discount air fares on American Airlines—5%-40% off. Call toll free 1-800-234-2010 for details.

LODGING: For accommodations you will have a choice of the Wichita Marriott, backup space at the Days Inn East and the Scotsman Inn, or arrangements of your own selection. When we receive your registration form indicating your preference for lodging, we will return a reservation card to you. You will then be responsible for making your own reservations. Space is limited at the Marriott and reservations will be taken on a "first come, first serve basis." The hotels will be responsible for confirmation and billing for their respective accommodations.

WICHITA MARRIOTT (Conference Headquarters)
9100 Corporate Hills Drive, (316) 651-0333
Room Rates: \$63.00 Single/Double

DAYS INN EAST, 9100 E. Kellogg, 1-800-835-0240
Room Rates: \$45.00 Single/Double

SCOTSMAN INN, 465 S. Webb Road, (316) 684-6363
Room Rates: \$24.00 to \$30.00 Single/Double

NOTE — When making your reservation with one of the hotels listed above, please mention the Appraisal of Utilities and Railroad Property for Ad Valorem Taxation Workshop to assure placement and special rates. If you would like a hotel reservation card sent to you, please check your choice on the Reservation Form. You are responsible for making your own reservation.

FOR ADDITIONAL INFORMATION CALL: (316) 689-3118



**CENTER FOR
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W. Frank Barton School of Business
The Wichita State University
Campus Box 86
Wichita, Kansas 67208

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