



Staying Appraised

84TH ANNUAL IAAO CONFERENCE IN MINNESOTA

Join IAAO in Minneapolis for an outstanding education program and continuing education credits. Nearly 80 sessions will be offered over three days. Presentations fill tracks including Effective Leadership, Legal and Legislative Matters, Emerging Issues, Real Property, Assessment Technologies, GIS & Mapping, Personal Property and Agriculture & Classified Use.

If you have not attended an IAAO Annual Conference, you may not want to miss this one. The Conference will be presided over by our very own past FCIAAO President and current IAAO President Dorothy Jacks, CFA, AAS, Palm Beach County Property Appraiser.

In addition, some of our very own Florida members will be giving presentations, such as Tim Wilmath, MAI, SRA, Christine Centazzo, MA, Gregg Goldberg, RES, CFE, Will Shepherd, Esq., CFE, Greg Brown, CFA, Karl Sandell, JD, CFE, Roger Ross, CFE, Usha Terari, MA Mark Webster, MBA, CFE, Jeffords Miller, Jr., RES, CFE and Terry Taylor, CAE, RES, CFE.

Registration is open [online](#) with a deadline of July 20th for reduced rates.



INSIDE THIS ISSUE

President's Message	2-3
IAAO Class Calendar	4
Annual Conference Re-Cap	5
FCIAAO Awards	6-7
FCIAAO Charity	7
President's Party Pics	8-9
Conference Presentations	10
Conference Sponsors	11
Procedural Rules Update	11
Member Spotlight	12
Prof. Des. Committee	14
Job Opportunities	15
Past President's Message	16

2018-2019 FCIAAO

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Tracy Drake,
CAE, ASA, RES, AAS, CFE
Assistant Property Appraiser
Clay County

PRESIDENT'S MESSAGE

Greetings FCIAAO members! I just returned from the 31st annual FCIAAO conference in Kissimmee. It was great seeing so many people there and to those I missed, I hope to catch you in Fort Lauderdale in 2019.

The conference this year broke records and we couldn't be more proud. We had our highest number of attendees on record with 324, 30 of whom were Property Appraisers, another high. The exhibit hall was packed with 30 vendors and I hope you all had a chance to check out their products. The conference was filled with informative, educational sessions. Thank you to the committee members who did an excellent job on planning their Thursday tracks.

We also recognized the most IAAO designation recipients ever with 28. These individuals worked hard and were presented with the Tony Hodge award, which included a \$500 check. Congratulations to all these recipients. This certainly puts us in the running for the Virginia Cup at the IAAO conference this year.

I hope everyone in attendance was able to take something away from conference this year. We had a full week with networking, education, and some good times sprinkled in between. It was great to see Thursday night's Annual Business Meeting and banquet dinner so well attended again. Everyone was obviously there to see the DJ.

A special thank you to the Honorable Katrina Scarborough and her staff at the Osceola County Property Appraiser's office for their hospitality. They were a huge help to us with the 50/50 raffle to benefit Help Now of Osceola. We raised \$1,792 for this great cause. Thank you to those who purchased tickets and donated toiletries!

The Executive Board will meet over the summer to discuss goals and initiatives for the upcoming year. We will also begin planning the TPP seminar that will be held December 3-7, 2018 in Kissimmee. Mark your calendars!

We are in the process of forming our 2018-19 steering committees and I am excited to announce a brand new committee. Just before the conference, the Board voted to create an Administrative Steering Committee, with intentions of having a fourth breakout track at the conference for presentations on topics such as tax roll, human resources, and assessment administration. We are excited to see what comes out of this! Please reach out to us if you have a suggested topic or presenter recom-



Katie C. Grasso, AAS, CFE

mendation.

IAAO will be holding their annual conference in Minneapolis from September 23-26 and I hope Florida once again has a great turnout. It is a great opportunity to show our support to the IAAO President, who also happens to be FCIAAO Past President and Palm Beach County Property Appraiser, Honorable Dorothy Jacks.

Dorothy had some words of wisdom for me in Kissimmee that I will cherish as I begin this next year as your President. Immediate Past President Tracy Drake has always been a mentor to me and I look forward to following in his footsteps.

Please reach out to me anytime.

Respectfully,

Katie C. Grasso, AAS, CFE

FCIAAO President, 2018-2019



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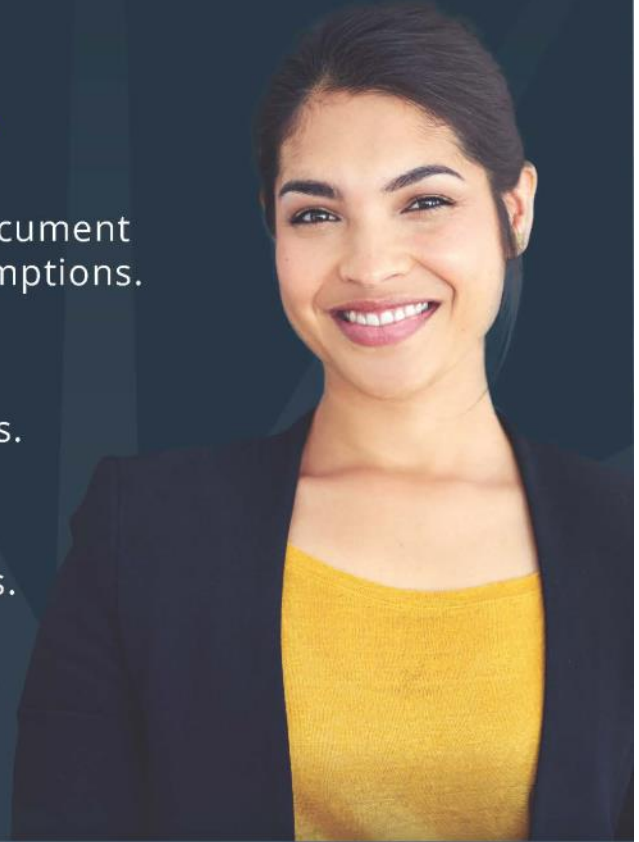
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IAAO EDUCATIONAL CALENDAR

IAAO 101 - Fundamentals of Real Property Appraisal	Crystal River May 14-18	DOR Link
IAAO 201 - Appraisal of Land	Crystal River May 14-18	DOR Link
IAAO 311– Residential Modeling Concepts	Crystal River May 14-18	DOR Link
IAAO 402 - Tax Policy	Crystal River May 14-18	DOR Link
CEW 1004 - Continuing Education Workshop for Property Appraisers	Crystal River May 14-18	DOR Link

2018 FLORIDA CHAPTER IAAO ANNUAL CONFERENCE RE-CAP



This year we celebrated our 31st Annual Conference at the beautiful Embassy Suites Orlando Buena Vista South in Kissimmee, Florida. This was a record breaking year for the Florida Chapter. We had over 300 attendees, 30 Property Appraisers and 30 Vendors in attendance.

Prior to the Conference Pat Alesandrini, MAI, SRA, CAE, RES, CFE of Hillsborough County taught IAAO Workshop 151 - National USPAP. Joining him was new Executive Board member Kevin Hayes, MAI, CAE, RES, CFE of Pinellas County who taught IAAO one-day Forum 991: Understanding and Using Comparable Transactions.

Along with informative General Session speakers, attendees were able to attend presentations in our Real Estate, Exemptions and IT/GIS tracks. All presentations are available to FCIAAO Members through the Members Link/Presenter Materials section of our website.

This year we presented 28 Tony Hodge Awards to FCIAAO Members who received their IAAO Professional Designation! Also a new record! To see a complete list of the Tony Hodge recipients turn to page 14!

Thanks to our numerous sponsors we were able to provide swag bags, a Welcome Reception on Wednesday, Beverage Breaks throughout the conference, a cocktail hour prior to the installation banquet and entertainment at the banquet and President's Party.

Speaking of the President's Party that was none other than our very own FCIAAO Past President 2017-2018 Tracy Drake, CAE, ASA, RES, AAS, CFE who was spinning those awesome dance tunes. Looks like Tracy aka "T Drizzle" is looking to add some new initials to the front of his name... "DJ"!

Thank you to all who attended this year! We hope everyone enjoyed the conference and will continue to attend, learn, network and hopefully get involved with the Chapter. We are always looking for volunteers, presenters, committee members and board members.

FCIAAO AWARDS WINNERS!

Last year, we celebrated the Chapter's 30th Anniversary. The Executive Board decided it was time to recognize members who have made significant contributions to the Chapter by creating the Member of the Year and Lifetime Achievement Awards.

Member of the Year Award

With a majority vote, the award may be conferred by the FCIAAO Executive Board and presented to a FCIAAO Regular, Subscribing or Associate Member (in good standing) who has made a significant contribution to the Chapter in the previous year through active participation in its activities and who has made an outstanding contribution to the realization of the FCIAAO mission in his or her career. Nominations are encouraged from FCIAAO members and must be submitted to the FCIAAO Vice President at least 60 days prior to the FCIAAO Annual Conference. The recipient shall receive complimentary registrations (non-transferrable) to the TPP Seminar and FCIAAO Annual Conference immediately succeeding the conferring of the award.

This year the award went to **Will Shepherd, Esq.** from Hillsborough County. Will has been very active at both the Chapter and International levels, volunteering his knowledge with informative and entertaining presentations. You may recall some of the titles: Is this AG?; Don't Cut Me Off!; State of Denial; Not by the Hair of My Chinny Chin Chin; and Who's Afraid of the Big Bad Cost Approach?

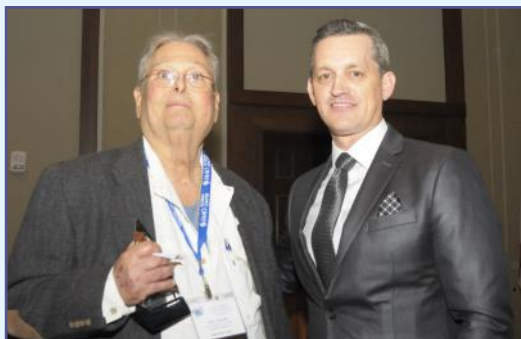
Congratulations Will! You are a very deserving recipient and we look forward to many more entertaining and informative presentations in the future!



Lifetime Achievement Award

With a majority vote, the award may be conferred by the FCIAAO Executive Board and presented to a Regular, Subscribing or Associate member (in good standing with at least 15 years of FCIAAO membership) who has made significant contributions to the Chapter through active participation in its activities and who has made an outstanding contribution to the realization of the FCIAAO mission in his or her career. Nominations are encouraged and must be submitted to the FCIAAO Vice President at least 60 days prior to the FCIAAO Annual Conference. The recipient shall receive complimentary life FCIAAO membership and registrations (non-transferrable) to the TPP Seminar and FCIAAO Annual Conference immediately succeeding the conferring of the award.

Since this is the inaugural year of the award and many have contributed to the Chapter's success, the Board felt it was necessary to play a little catch up. Therefore, this year Lifetime Achievement Awards were given to three very deserving FCIAAO members.



The first recipient was the founding member of the Chapter. In his own words, this is how it all happened... "It was 1987 and after several years of rancorous confrontation, the old association of elected Property Appraisers had disbanded and there was no positive way to share our mutual problems and solutions. While attending the Tennessee Chapter of IAAO, where elected officials, employees and State officials worked together to share information and solve common problems, the model for the Florida Chapter was borne. Several progressive Property Appraisers, including Bill Suber, Charles Allan, Frank Perkins and Jim Bass all signed on and after five laborious hours in Altamonte Springs, the Chapter was created." Who knows where we'd be today if not for this vision. It is only fitting that the first recipient of the 2018 Lifetime Achievement Award is the **Honorable David Nolte, CFA, ASA** from Indian River County.

FCIAAO AWARDS WINNERS!

The second recipient is someone the Chapter can always count on. He was also a founding member and served on the Executive Board in many positions including Chapter President in 1990. As Property Appraiser, he has attended countless conferences and seminars and supported the Chapter by allowing staff to attend and participate on Committees and the Executive Board. The next recipient of the 2018 Lifetime Achievement Award is the **Honorable Villie Smith, CFA, ASA** from Marion County.



The third recipient has been an active Chapter member since 1993 and served on the Executive Board twice! He was Chapter President in 2006. He has earned multiple professional designations and served for many years as an advisor on the Chapter's Professional Designations Committee. He has always been there whenever the Chapter has needed him. The final recipient of the 2018 Lifetime Achievement Award is **Doug Will, CAE, AAS, CFE** from Leon County.

FCIAAO members are encouraged to nominate fellow members to be voted upon by the FCIAAO Executive Board. Nomination forms are available on the [Chapter website](#) and must be submitted 60 prior to the to the FCIAAO Annual Conference.

50-50 CHARITY RAFFLE - HELP NOW OF OSCEOLA, INC.

This year the Chapter held a 50/50 charity raffle with proceeds going to Help Now of Osceola, Inc. Help Now provides temporary, safe shelter for survivors of domestic abuse facing imminent danger as well as providing quality domestic abuse advocacy to shelter clients and their children.

FCIAAO Executive Board member Kenny Pennington, CFE, CBC along with staff from the Osceola County Property Appraiser's office sold tickets throughout the entire conference.

Thanks to the charitable giving from the Conference attendees and vendors on the last day of the Conference we presented Help Now of Osceola, Inc. a check for \$1,792!



PRESIDENT'S PARTY!!



PRESIDENT'S PARTY!!



CONFERENCE PRESENTATIONS

Wednesday

[Not by the Hair of my Chinny, Chin-Chin - Video - PowerPoint Presentation](#) - Will Sheperd, Esq., General Counsel, Hillsborough County Property Appraiser

[Legal Update](#) - Gaylord "Jay" Wood, Esq.

[FCIAAO Awards Presentation & IAAO Designation News](#) - Tracy Drake, CAE, RES, AAS, CFE, Clay County Property Appraiser

Thursday - Real Estate

[Supersize Me! - The Valuation of Corporate Headquarters and Single-Occupant Corporate Campuses](#) - Tim Wilmath, MAI, CFE Palm Beach County Property Appraiser

[Digital Technology Impacting Real Estate - Industry Reaction](#) - Hon. Rick Singh, CFA, Orange County Property Appraiser

[Strategies for the Appraiser at the Value Adjustment Board - Cases](#) - Will Shepherd, Esq., Hillsborough County Property Appraiser

[Agriculture in Changing Florida - Apiculture, Agritourism and New Trends in Agriculture Production](#) - Jessica Sullivan, Florida/IFAS Extension - Osceola County

[Damage Assessment](#) - Janice Cornelius, CFE, Volusia County Property Appraiser

[Value Impacts with Flood Insurance, Damage Assessments and Additional Exemptions](#) - Hon. Mike Twitty, MAI, Pinellas County Property Appraiser

Thursday - Exemptions

[I Do, I Did, I Don't: Marriage, Divorce, Death and the Impact on Homestead Exemptions](#) - Katherine Reardon, CFE & Trisha Oliver, CFE, Sarasota County Property Appraiser

[Customer Service: The Importance of Educating Your Constituents](#) - Hon. Mike Twitty, MAI, Kevin McKeon & Gwen Brooks, CFE, Pinellas County Property Appraiser

[Applications and Determinations: Organizational Based Ad Valorem Exemptions](#) - Angela Paulauskas, CFE, Alachua County Property Appraiser & A. Renee Large, EA, Clay County Property Appraiser

[Homestead & Exemptions: Best Practices](#) - Janine Hicks, Indian River Property Appraiser & Lyn Andrzejewski, CPA, Sarasota County

[First Response - A Panel Discussion of the Total & Permanent Exemption for Florida First Responders](#) - Loren Levy, Esq., The Levy Law Firm & Exemptions Committee

[Exemptions Workshop: Equitable Title & Eligibility](#) - Loren Levy, Esq., The Levy Law Firm

Thursday - IT/GIS

[GIS Map Submission to DOR: Common Issues & Possible Solutions](#) - Tom Canter, FL DOR

[Cyber Threat Landscape](#) - Andrew E. Lenzen, FBI

[Drones and Property Assessments](#) - Hon. Greg Brown, CFA, Karl A. Sandell, Esq. & Abby Roberts, Santa Rosa County

[Partnering Across Government Agencies to Streamline Workflow](#) - Scott Graham, Charlotte County Property Appraiser & Bryon Catlin, Charlotte County BOCC

[Creating an Assessment/Sales Ratio Statistics Tool for ArcMap](#) - David Hughes, St. Lucie County Property Appraiser

[Inter Office Best Practices: Is Cadastral Mapping in Florida Sustainable?](#) - Tom Canter, FL DOR & IT/GIS Steering Committee

Friday

[Legislative Update](#) - Loren Levy, Esq., The Levy Law Firm

[Sales Time Trend Analysis](#) - Stella Gomez, FL DOR

[Taxroll Submission Timeline and Edit Process](#) - Ann Hunter, FL DOR

FCIAAO Members can also find these Presentations on the [FCIAAO Members/Presenter Materials](#) webpage.

THANK YOU VENDORS

We would like to thank all of the vendors who attended the Annual Conference and helped make this year's Conference the success that it was. You can see a list of all Vendors in attendance on our [Sponsors Page](#). Also a big Thank You to our Sponsors. We could not do it without you!

Diamond Sponsor:



Platinum Sponsors:



Gold Sponsors:



Silver Sponsors:



FCIAAO PROCEDURAL RULES UPDATE

In an attempt to diversify and include networking and educational opportunities for those professionals serving in an administrative capacity, a fourth standing committee has been created. The Executive Board recently approved to add the Administrative Steering Committee. Therefore, the FCIAAO Procedural Rules have been amended, as follows:

Administrative Steering Committee

A list of the members of the Administrative Steering Committee will be displayed on the Chapter's website.

- (a) **Purpose:** The purpose of this committee is to support the mission and commitments of the IAAO and the FCIAAO by addressing the educational and professional needs of the members as it relates to ad valorem property tax administration, employment, tax roll preparation and approval, and the appeals process.
- (b) **Responsibilities:** The primary responsibility of this committee is to collectively plan, organize, and develop content information for the conference, seminars and FCIAAO newsletters. All committee members are encouraged to attend the Annual Conference and/or relevant seminars, if possible.
- (c) **Chair Responsibilities:** The Chair of this committee is responsible for leading, coordinating, and integrating the efforts of this committee, as well as representing the committee to the Vice-President of the FCIAAO Executive Board. The Chair should be present at the meeting to lead and guide, and should act as counsel to resolve conflicts, facilitate decision-making and guide the committee activities. Additionally, the Chair, or a committee representative, shall attend the Annual Conference and/or relevant seminars.

MEMBER SPOTLIGHT: MICKEY UMPHREY, CFE

Name: Mickey J. Umphrey

County: Indian River

What do you do for the PA?

Chief Deputy Appraiser

How long have you been employed by the PA?

38 years 6 months

What do you like most about your job?

“There is never a day that goes by that you cannot learn something in this business”

What was your first job?

Payless Shoes

Where were you born?

Denison Texas

Where was your best vacation ever?

Tough question I have three... Keys FL, Alaska, London

What are your hobbies?

Fishing, scuba diving, hunting, football and traveling

What do you plan to do when you retire?

MUCH MORE fishing, scuba diving, hunting and traveling!

What advice would you give new employees?

In the challenges that we face every day in life and this business, a favorite line I read in the book “Sully”, who happens to be from my home town Denison Texas *“We need to try and do the right thing every time, to perform our best, because we never know which moment in our lives we’ll be judged on.”*



Mickey Umphrey, CFE





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Side effects include: Getting home for dinner on time, taking a guilt-free vacation, and a random desire to purchase our other products.



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IAAO MEMBERSHIP SPECIAL OFFER!

Attention all FCIAAO members who are not yet IAAO members! Did you know that since you are a FCIAAO member you can become a member of IAAO for ONLY \$125/year? Even better, this introductory rate is good for the first (3) years of membership! What are you waiting for? Become a member today and enjoy all the benefits and services included!

Date Received	January-March	April-June	July-September	October-December
Cost	\$125.00	\$93.75	\$62.50	\$125.00

You can even Prorate your payments depending upon when you join.

[Click HERE to Apply!!](#)



PROFESSIONAL DESIGNATION COMMITTEE NEWS

As we close out another successful FCIAAO Annual Conference, we set another record – **Tony Hodge Educational Awards!**

At the 2018 FCIAAO Annual Conference in Kissimmee, the Executive Board recognized the hard work of 28 new designees and presented them with a \$500 check! I'll let you do the math for the total amount awarded!

So, we are compiling the list for next year's recipients. The Tony Hodge Award may be granted to FCIAAO regular members who earn their IAAO designation. To be eligible, new designees must be a FCIAAO member in good standing for 12 consecutive months prior to being awarded their IAAO designation and receiving the award. Award recipients must be registered for the conference to participate in the awards program.



**Tracy S. Drake, CAE,
ASA, RES, AAS, CFE**

I hope to call your name at next year's conference! Please email a copy of IAAO's letter conferring the designation to me (tdrake@ccpao.com).

Congratulations 2018 Tony Hodge Educational Award Recipients!

Ana M. Arroyo, CAE Orange	Diane Pendleton, CAE Palm Beach	Rick J. Rape, CAE Orange
Camille A. Smith, CAE, RES Orange	Eric Bjorn, RES Pinellas	Jennifer Craig, RES Pinellas
Michael Daly, RES Pinellas	Sara Delli Fraine, RES Pinellas	David Henderson, RES Pinellas
Fred Hill, RES Orange	Kathy Hollis, RES Pinellas	Ellyn Kubisiak, RES Pinellas
Ron Sullivan, RES Orange	Michael Van Hofwegen, RES Pinellas	Todd Wallace, RES Palm Beach
Jacqueline C. Warr, RES Pinellas	Vince McLaren, AAS Palm Beach	Cindy Capps, RES Manatee
Anthony Siragusa, RES Pinellas	Eric Vanderlaan, RES Pinellas	Jay Allen, RES Pinellas
Dee Dee Harnish, AAS Monroe	M. Justin Edwards, AAS Putnam	Melody Kikkert, RES, AAS Hillsborough
T. Justin Walsh, RES Lake	Wendy Sapp, AAS Alachua	



EMPLOYMENT OPPORTUNITIES

Director of Assessment	Citrus County
Appraiser II	FL DOR Orlando
Senior Appraiser	FL DOR Orlando
Field Appraiser I	Flagler County
Field Appraiser II	Flagler County
Field Appraiser III	Flagler County
GIS Programmer Analyst	Hernando County
Chief Field Appraiser	Jefferson County
Various	Orange County
Commercial Real Estate Appraiser Analyst II & III	Orange County
Deed Processor	Putnam County
Commercial Appraiser	Sarasota County
Residential Field Appraiser	Sarasota County
Residential Field Tech	Sarasota County
Senior Programmer Analyst	Seminole County

Click [HERE](#) to go to the FCIAAO Employment Opportunities Website.

To post a job opportunity on the FCIAAO website, please email your job posting to Justin Edwards, Webmaster. It is the policy of the Chapter to only post job opportunities for member jurisdictions and subscribing member entities.

PAST PRESIDENT'S MESSAGE

It has sincerely been an honor serving on the FCIAAO Executive Board and as the 2017-18 President – an unexpectedly rewarding experience. I can proudly report that the Chapter is in competent hands and the future is bright.

Once again, thank you to the Property Appraisers for your support, and the Executive Board and Steering Committees for your service and commitment to the Chapter. Our continued success is a testament to you. A special thank you to Katie Grasso and Justin Edwards for taking care of so many conference details.

In my acceptance speech last year, I listed the Chapter's many accomplishments due to the visionary work by Past Presidents, former Executive Boards and Steering Committees. So, I knew coming in that it was going to be difficult to raise the bar, but it's been another record breaking year and we should all be proud.

"We are the sum total of our experiences. Those experiences – be they positive or negative, make us the people we are. None of us are the same today as we were yesterday, nor will be tomorrow." Author B.J. Neblett

To that point, I hope your networking and educational experiences with the Chapter shape you into even better assessment professionals.

I value the friendships that I have made and the opportunities the Chapter has afforded me. I've been encouraged to run for IAAO Executive Board so that may be my next adventure and I would appreciate your support. No matter what else I do though, the FCIAAO will always be my home. I hope that my service has been favorable and beneficial.

Respectfully,

Tracy S. Drake, CAE, ASA, RES, AAS, CFE
FCIAAO Past President, 2017-2018



Tracy S. Drake, CAE,
ASA, RES, AAS, CFE



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APPRAISAL TERMINOLOGY 101

Allocation Method - A method used to value land, in the absence of vacant land sales, by using a typical ratio of land to improvement value. Also called **Land Ratio Method**.

Source: Glossary for Property Appraisal and Assessment.

Minneapolis is the host city for the **2018 IAAO INTERNATIONAL CONFERENCE ON ASSESSMENT ADMINISTRATION!**

JOIN US SEPTEMBER 23-26, 2018 AS WE MAP THE WAY TO INNOVATION!



IAAO

IAAO actively contributes to the growth and success of the mass appraisal industry globally. Individuals and organizations turn to IAAO for guidelines and expertise. Policy makers, regulatory agencies, courts, media and taxpayers rely on IAAO guidance, standards and education in mass appraisal.

www.iaao.org/conference





Mission Statement

“To offer relevant educational opportunities in ad valorem appraisal and administration,
and to promote professional development of our members.”

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