

**OLD QUESTIONS BEGET NEW ANSWERS TO OVERTAXATION**

**Friday, October 24, 2003**

- 7:30 a.m.      **Continental Breakfast**
- 8:00 a.m.      **Welcome and Introduction**  
John Garippa, President, American Property Tax Counsel –  
*Garippa, Lotz & Giannuario, Montclair, NJ*
- 8:15 a.m.      **Opening Presentation**  
**Limiting the Definition of Real Estate**  
David C. Lennhoff, MAI, SREA, CRE – *Delta Associates, Inc., Alexandria, VA*
- 9:15 a.m.      **Reestablishing the Connection Between Demographics and  
Highest and Best Use**  
John A. Blazejack, MAI, CRE – *Blazejack & Co., Miami, FL*
- 10:15 a.m.     **Break**
- 10:30 a.m.     **An Appraiser Looks at a Balance Sheet:  
Where are the Intangibles?**  
Peter Gloodt, MAI, ISHC – Executive Director, *Gloodt Associates, Inc.,  
Hinsdale, IL*  
Bernice Dowell – Director, Property Tax, *ClubCorp USA, Dallas, TX*
- 11:30 a.m.     **Relation of Funding to Market Value of Real Estate**  
Mary K. Ludgin – Managing Director, *Heitman Real Estate Investment  
Management, Chicago, IL*
- 12:45 –  
2:00 p.m.      **Lunch**  
Ballroom G
- 6:30 p.m.      **Cocktails and Dinner**  
The Phoenician  
West Fountain (outside), Dress resort casual



# AGENDA

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## OLD QUESTIONS BEGET NEW ANSWERS TO OVERTAXATION

### Saturday, October 25, 2003

- 7:30 a.m.      **Continental Breakfast**
- 8:00 a.m.      **Building a CAP Rate for the Real Estate:  
Identifying the Crucial Elements**  
Joseph "Mike" Davis – *Arizona State University, Tempe, AZ*
- 9:20 a.m.      **Personal Property**  
William K. Domoe – Assistant Vice President and Principal, *American Appraisal Associates, Inc., Milwaukee, WI*  
Charles B. Neely, Jr. – *Maupin Taylor & Ellis, P.A., Raleigh, NC*  
Stephen Paul – *Baker & Daniels, Indianapolis, IN*
- 10:25 a.m.     **Closing Remarks**  
John Garippa – President, American Property Tax Counsel – *Garippa, Lotz & Giannuario, Montclair, NJ*
- 11:00 a.m.     **Pick Up Box Lunch**  
Depart for golf course and tennis / other recreation
- 6:30 p.m.      **Cocktails and Dinner**  
The Phoenician  
Mary Elaine's, dress resort casual, jacket required