

**NORTH CAROLINA DEPARTMENT OF REVENUE
2016 Advanced Personal Property Seminar
Joseph S. Koury Convention Center
Sheraton Greensboro Hotel At The Four Seasons Mall
Greensboro, North Carolina**

September 12 – 14, 2016

Monday September 12 – Guilford Ballroom Section B

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| 8:30 am - 9:00 am | Registration |
| 9:00 am - 9:05 am | Introduction |
| 9:05 am - 9:50 am | Assessor/Appraiser Educational Improvements
David Baker
N.C. Department of Revenue |
| 10:00 am - 10:50 am | A Discovery Program to Identify Un-Listed Businesses
Barry Lindenman & Tricia Petersen
Mecklenburg County |
| 11:00 am - 11:50 am | Motor Vehicle Valuation
Linda Thomas
Cumberland County |
| 12:00 pm - 1:30 pm | Lunch-On Your Own |
| 1:30 pm - 2:20 pm | DENR Tax Certification Programs
Jason Watkins & Jessica Montie
NC Division of Environment & Natural Resources |

2:30 pm - 3:20 pm **The VTS Letter Export Process and Mail Merge in Excel**
Betsy Cummings
Robeson County

3:30 pm - 4:20 pm **Wind Energy Potential in N.C.**
Katharine Kollins
Southeast Wind Coalition

Tuesday September 13 – Guilford Ballroom Section B

9:00 am - 9:50 am **Mass Appraisal Using the Cost Index & Depreciation Schedules**
Dave Duty
North Carolina Department of Revenue

10:00 am - 10:50 am **The Permanent Listing & Valuation Of Watercraft**
Lori Tupper & Megan Harvey
Carteret County

11:00 am - 11:50 am **Want a Reduction in BPP Value? I Have A Few Questions For You!**
Kirk Boone
University of North Carolina School of Government

12:00 pm - 1:30 pm **Lunch-On Your Own**

1:30 pm - 2:20 pm **Municipal Vehicle Fees**
Kara Millonzi
University of North Carolina School of Government

2:30 pm - 3:20 pm

What Is a Classic Car?

Tina Stone

North Carolina Department of Revenue

3:30 pm - 4:20 pm

**Who Wants To Be a Millionaire –
Revenue Addition!**

Tabitha Ashe

North Carolina Department of Revenue

**NORTH CAROLINA DEPARTMENT OF REVENUE
2016 Advanced Real Property Seminar
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Greensboro, North Carolina**

September 14 to September 16, 2016

Joint Morning Session with Real and Personal Property

Wednesday September 14 – Guilford Ballroom Section B

- 8:30 am - 9:00 am **Registration**
- 9:00 am - 9:05 am **Introduction**
- 9:05 am - 10:00 am **The Many Faces of Employee
Engagement**
Leisha DeHart-Davis
University of North Carolina School of
Government
- 10:00 am - 10:50 am **Legislative Updates**
David Baker - NCDOR
Leasehold Improvements – Part I
NCDOR Property Valuation Specialists
- 11:00 am - 11:50 am **Leasehold Improvements – Part II**
NCDOR Property Valuation Specialists
North Carolina Department of Revenue

12:00 pm – 1:30 pm **Joint Session Luncheon**
Guilford Ballroom Section C
Return to Guilford Ballroom Section B

1:30 pm - 2:20 pm **The Technology of Using Tablets
in the Field**
Brian Myers – Davie County
Alfred Gillikin – Carteret County

2:30 pm - 3:20 pm **Electronic Data Verification**
Jimmy Tanner
Gaston County

3:30 pm - 4:20 pm **Hotel Valuation**
David Pope
Hotel & Club Associates, Inc.

Thursday September 15 – Guilford Ballroom Section B

9:00 am - 9:50 am **Effective Customer Interactions-Part I**
Beth Collins
North Carolina Department of Revenue

10:00 am - 10:50 am **Effective Customer Interactions-Part II**
Beth Collins
North Carolina Department of Revenue

11:00 am - 11:50 am **Forestry Management Plans**
Mark Megalos
North Carolina State University

12:00 pm - 1:30 pm **Lunch-On Your Own**

1:30 pm - 2:20 pm **Homestead Exclusion Programs**
Chris McLaughlin
University of North Carolina School of
Government

2:30 pm - 3:20 pm **Researching Income Data From
The Market**
Ryan Vincent
Vincent Valuations, LLC

3:30 pm - 4:20 pm **The Income Approach to Valuation**
Ken Joyner
Mecklenburg County

Friday September 16 – Guilford Ballroom Section B

9:00 am - 9:50 am **Property Tax Treatment of Conservation
Lands**
Edgar Miller
Conservation Trust for N.C.

10:00 am - 10:50 am **Assessor/Appraiser Educational
Improvements**
Doug Huffman
North Carolina Department of Revenue

11:00 am - 11:50 am **Big Box Stores**
Tony Simpson, & Michael Brown
North Carolina Department of Revenue

11:50 am - 12:00 pm **Closing Remarks**