



APPRAISING THE PLAINS

A Publication of the Kansas County Appraisers Association

of Kansas



Volume 19, Issue 3

JULY 2015

KCAA EXECUTIVE BOARD

Craig Clough, RMA, PRESIDENT
Harvey County Appraiser
PO Box 687, Newton, KS 67114
(316) 284-6813 Fax (316) 284-6856
cclough@harveycounty.com

Mike Borchard, CAE, RMA, PRESIDENT-ELECT
Sedgwick County Appraiser
4035 E. Harry St.
Wichita, KS 67218
(316) 660-5444 Fax (316) 660-9284
mborchar@sedgwick.gov

Kenton Lyon, RMA, VICE PRESIDENT
Russell County Appraiser
401 N Main, Russell, KS 67665
(785) 483-5551 Fax (785) 483-5725
rs_county_appraiser@wan.kdor.state.ks.us

Steven Miles, RMA, PAST PRESIDENT
Douglas County Appraiser
1100 Massachusetts, Lawrence, KS 66044
(785) 832-5188 Fax (785) 841-0021
smiles@douglas-county.com

**Lisa Ree, RMA, NORTHEAST REGION
& TREASURER**
PO Box 309
Hays, KS 67601
(785) 628-9400 Fax (785) 628-9403
elcoappr@ellisisco.net

Dianna Carter, RMA, SOUTH CENTRAL REGION
McPherson County Appraiser
PO Box 530, McPherson, KS 67460
(620) 241-5870 Fax (620) 245-0085
dcarter@mcphersoncountyks.us

Gene Bryan, CKA, RMA, NORTHEAST REGION
Wyandotte County Appraiser
8200 State Ave., Kansas City, KS 66112
(913) 287-2641 Fax (913) 334-0418
gbryan@wycokck.org

Bruce Wright, RMA, NORTH CENTRAL REGION
Dickinson County Appraiser
109 E. 1st St, Suite 103
Abilene, KS 67410
(785) 263-4418 Fax (785) 263-0061
bwright@dkcoks.org

Lisa Reeder, RMA, SOUTHWEST REGION
Lane County Appraiser
PO Box 250, Dighton, KS 67839
(620) 397-2804 Fax (620) 397-2781
le_county_appraiser@wan.kdor.state.ks.us

Philip Dudley, RES, RMA, SOUTHEAST REGION
Franklin County Appraiser
Courthouse, 315 S. Main, Ottawa, KS 66067
(785) 229-3421 Fax (785) 229-3430
pdudley@franklincoks.org



Retirees Mike Montgomery and Judy Wallis enjoying their final KCAA Conference
(l-r): Steven Markham, Mike, Judy, Kathy Briney and Darlene Montgomery.

KCAA held its annual meeting last month—and we’ve got the pictures to prove it. Our thanks to all of this year’s participants, including our speakers, sponsors, the Bluemont Hotel, Aggieville, and all of you who were able to attend. See our wrap up of the fun on beginning on page 7.

Also in this Issue. . .

Craig’s Corner	2	Highlights from the 2015 KCAA	
Judy Wallis Retires!	2	Annual Conference	7
DeLeon Earns RMS.....	2	Golf Tournament	7
Timely Comments.....	2	Bowling Tournament	8
Board Meeting Highlights	3	Now Available: Slides from the Ag	
Single-Person Households and		Land Presentation.....	8
Real Estate	3	2015 Aggieville Olympics.....	9
The Director’s Update	4	RMA Recipients	10
Waters Retires From PVD	4	Appraiser Video Wins Awards	10
NCRAAO Conference Sessions:		Upcoming Conferences.....	10
What Did You Think?	5	KCAA Education	10
Downtown Indy	6	Residential Valuation Model Contest... 11	
KANOWA.....	6	Real Estate Notes of Interest.....	12
IAAO Member News.....	6		



CRAIG'S CORNER

Craig Clough, RMA
Harvey County Appraiser
KCAA President



It Was A Wild Ride

A few years ago the theme of the Kansas State Fair was "It's a Wild Ride Baby." This would be a good theme for the 2015 legislative session that ended just a few days ago. This legislative session had all of the ingredients that one expects at the fair. The flowery political speeches, the salesmen pitching product that is better than anything to come before it, the rigged games that you don't expect to win but still you play them anyway, and enough smelly "fertilizer" to over-power everyone. Yes, this session was a wild ride, but just like all fairs, the legislature will return again next year. Much of it will still be the same old thing, but a few new things, too. So, just remember when we head back next year, don't wear your new shoes and watch where you step!!!!

Thanks to each of you for making our summer conference in Manhattan a big success. Everyone seemed to be having a good time, and we had some outstanding educational sessions as well. There are many things that happen behind the scene that most people don't see in order to pull off a conference like this. I have a few special thank you's I need give. First is to our Executive Secretary, Cindy Brenner, for her countless hours coordinating everything (I do mean *everything*) and making sure things happened when they were supposed to. The next thank you is to Rick Stuart for his outstanding choices arranging our educational speakers on Tuesday. Thank you to Sean Robertson and Chuck and Melinda Latham for heading up the golf tournament, and thanks to Kim Lauffer for taking care of us bowlers. Thank

you to Steven Miles for allowing me to pick his brain and give me his opinion on different issues. His suggestion of continuing with the PVD roundtable discussions is a good example. And thank you to PVD Director David Harper and his staff for making those discussions happen.

Finally, a Big Thank You to Greg McHenry and his staff for being such good hosts. I knew that I wanted our conference to be in Manhattan. Greg suggested taking a look at a new hotel that was being built right on Aggieville called the Bluemont. So I drove up to walk through it with Greg. My first thought it should be called the "Purplemont," and when I saw the executive suite (hospitality room) and the nice rooms, I knew this was the place to have it. The Bluemont staff was very complimentary of our group and how friendly everyone was to their staff.

Please mark your calendars for the Orion Conference to be in Wichita October 22–23. More detailed registration information will follow soon.

Soon our next President, Mike Borchart, will be making arrangements for next year's conference and forming his committees. Please be thinking about how you would like to participate in our organization. There are so many good ideas that have been presented; however, busy schedules get in the way. If we all pitch in a little it will make a big difference. Please let Mike know your area of interest and give him the support you have given me.

Thank you, again, for a great conference and I hope you have a good and relaxing summer.

KCAA Appraising the Plains of Kansas is a quarterly publication of the Kansas County Appraisers Association. KCAA invites readers to submit articles or topics of interest for inclusion in Appraising the Plains. Send them to Cindy Brenner, KCAA, P.O. Box 988, Meade, KS 67864. Ph. (620) 873-7449. Fax (620) 873-2237. Email: kcaa@sbcglobal.net. Visit KCAA online at www.kscAA.net



Parting gifts: Judy at her retirement party.

Judy Wallis Retires!

Congratulations to Judy on her retirement as the longtime Bourbon County appraiser.

DeLeon Earns RES



Ryan DeLeon

Ryan DeLeon, RES, satisfied all the requirements for the Residential Evaluation Specialist designation in March 2015. Mr. DeLeon is currently employed by

the Sedgwick County Appraiser's Office as an appraiser modeler II, a position he has held for nearly two years. He has worked in that office for nearly five years. His academic training is in real estate with a Bachelor's degree in finance from Wichita State University.

MY TURN | Opinion and Commentary

By Randall Allen, KAC Executive Director

If There's a Will...There's a Way

A few decades ago when I was a VP or VP grade in Dodge City, Kansas a "turning" class taught by Mr. Richard Woodworth, I enjoyed the class, perhaps because I had always been greatly interested in public affairs, government, and community life. However, we didn't just learn about the levels of government or the separation of powers of our federal structure. I recall that my classmates and I were required to draw our own personal budgets for a city after we felt the security of our homes and family. In doing so, we contemplated the common



Timely Comments

Editor's Note: Riley County Appraiser Greg McHenry, AAS, RMA, sent me a copy of the May 2015 issue of KAC's *County Comment* newsletter. Of particular interest was the lead article by Randall Allen, KAC executive director, titled "If There's A Will... There's A Way." If you have not read this article, I would encourage you to do so. Find it on the KAC website at <http://www.kansascounties.org/documentcenter/view/1924>.

Board Meeting Highlights

KCAA Executive Board Meeting
11:30 a.m. Wednesday, Jan. 28, 2015,
Shawnee County Annex, Topeka

Attending: Bruce Wright, Gene Bryan, Craig Clough, Dee Carter, Lisa Ree, Philip Dudley, Kenton Lyon, Steven Miles, Greg McHenry, Cindy Brenner
 Previous meeting minutes approved.

Financial Report: Total KCAA funds \$253,843.04; and \$202,936.05 is Orion Fund with an operating amount of funds at \$50,906.99. A/R \$29,812.00.

Treasurer’s Report: Lisa Ree gave Treasurer’s report. All figures were in balance with Secretary. Treasurer’s report was approved as presented.

501 Media Group: Video presentation for media plan for appraisers offices. Gene brought up funding option. Bruce suggested getting quotes from other companies. Philip discussed just doing the videos and setting a committee to oversee this. Proposal that we ask for a price to get four videos: Riley County video plus three that we could host on our site and distribute to counties. Dee made motion, seconded by Lisa. No opposition.

2015 Conference Update: Conference is June 7-10 at the Bluemont Hotel in Manhattan. Golf and bowling are in the works. Martin Hawver will be the opening speaker. Rick Stuart will organize education but will not be there to administrate. Cindy will do the administrative aspects at conference. Kenton Lyon offered to help. Hotel reservation link was in the recent newsletter.

Education: Cindy will check with numbers on whether to offer fall classes for 101 or 102. Cindy provided enrollment numbers on classes. Greg talked about the pro-con of offering courses online per discussions last week at IAAO.

Legislation Update, Greg McHenry: Reception tonight. Change BOTA with

a commercial review panel. HB 2070 allows county appraisers to grant certain exemptions for county jurisdictions not IRB/EDX. HB 2071 allows removal of person from the list of eligibility of Kansas appraiser list of certified appraisers due to moral turpitude or felony. Change K.S.A. 79-1460 rolling hearing values from current +2 years to current +1 year, delete “substantial and compelling” definition. HB 2001, distribution of taxes paid, had a lot of county people talking. If you are in appeal, your portion of the taxes will not be distributed until your case is through the appeal process. It will only be the amount under protest. PVD has been asked for more guides. They are considering starting with subsidized housing.

KAC Update: KAC President Gene Bryan spoke about the most recent board meeting. 2015 focus on workshops will be workforce training and retention. Feb. 4 is County Government Day. A compensation survey is being done with an outside service company. Each county would pay a fee to access that survey and put in that information. Powerpoint presentation that David Harper presented at KAC will be on their website.

Marshall & Swift, Dianna Carter: Discussion of possibly receiving M&S pages through KCAA or PVD. Dee questioned whether KCAA did or could have a subscription to receive the pages through Marshall Swift. It was agreed that there would be copyright issues.

Previous Board Decisions: Gene requested Cindy bring the board up to speed on any binding decisions that had been made by previous boards. Cindy discussed the following: Retirees, PVD Split, Orion Conference attendees paid by KCAA, IAAO Conference attendees paid by KCAA, Orion Fund, Dues, Hagemann Trust.

Meeting adjourned

Single-Person Households and Real Estate

By George Masnick, Housing Perspectives, a blog from the Harvard Joint Center for Housing Studies.

Submitted by Sheryl Sammons, RMA, Saline County

“Perhaps nothing speaks greater volume about changes in modern American life than the rise of the single-person household. A recent paper authored by Census Bureau researchers shows that a hundred years ago, fewer than six percent of all households consisted of people who lived alone. By 1940, that share had only inched upward to 7.8 percent. By 2013, at 28 percent of all households, it is now the second most common household type just behind married couples without minor children (29 percent), and well ahead of marrieds with minor children in the household (19 percent). In the 19th and early 20th centuries, single-person households consisted mostly of men, but the greatest gains in living alone during the past 50 years have been among women.”

Read the complete article at <http://bit.ly/1LitrTE>.



Find newsletter archives at <http://www.kscAA.net/newsletter-2/>



The Director's Update...

By David Harper, RMA, Director, Property Valuation Division (PVD)

Since the conference, I have received questions on a few items... in my presentation, which I hope I can further clarify here.

My compliments go to Craig Clough, Cindy Brenner and KCAA on another outstanding business conference in 2015. I always appreciate the opportunity for PVD to participate and hold our annual update in conjunction with the KCAA conference.

I think PVD staff again did an excellent job in selecting relevant topics and providing useful information in our roundtable discussion sessions at the conference. We struggled some again this year with minor distractions as we rotated from session to session, but we did receive positive feedback on this format for our PVD Update and will continue to strive to improve the process in upcoming years.

Since the conference, I have received questions on a few items I mentioned in my presentation, which I hope I can further clarify here.

An *Event Speaker, Training and Special Assistance Request Form* are now available on the PVD website at <http://www.ksrevenue.org/pdf/PVDSpeakerRequests.pdf>. This form was created by PVD to help us track and plan our work schedules. For counties, the form will be used when requesting special assistance or training from PVD. The form is not needed for the "normal" support, e.g., calls and emails to field staff with questions, calls with legal questions, CAMA support, Education, PP calls, etc.

We will require forms for requests which would take a more significant investment of time from our staff, e.g. hands-on training with market modeling, preparing land analysis, us coming to your county for county-specific training and assistance, help with O&G or PP renditions, etc. We hope with advanced planning we can better coordinate our staff activities and maintain quality support despite a reduction in the number of PVD employees in recent years.

I have also received several questions on the purpose for the changes in the substantial compliance review procedures. As we are well aware, all of our time is valuable and growing increasingly scarce as we deal with staffing and budget challenges.

Our procedural changes are consistent with our increased emphasis on improving communication and efficiency between PVD and county appraisers on review procedures, deadlines and general policy. The central point of the changes are PVD field staff will no longer be reaching out to the counties to inquire on status updates and expected completion dates.

PVD staff will continue to work with counties through the valuation process, but feedback and PVD assistance with the appraisal phases will be provided only upon request from the county. When feedback from PVD is desired for certain phases, it will be provided by us within 15 days of the request if the appraisal studies are received by the date

Join PVD for the Orion User Conference
9 a.m. Weds.,
July 15, 2015.

specified in the phase calendar. This is not a reduction in PVD support, but a move to let the county appraiser dictate to us when assistance is needed.

Also a reminder: valuation templates and queries which the counties may choose to use are available on the secure portion of the PVD website at <https://www.kdor.org/pvdcama/Default.aspx> under Valuation Templates.

I encourage all counties to participate in one of our three, 2015 compliance workshops to be held July 7, 8 and 9 in Dodge City, Wichita and Topeka. I also encourage all counties to join us on the next Orion User Conference on Wednesday, July 15, 2015, at 9 a.m. As announced at KCAA, we are expanding the use of this conference to include discussion of recent topics of interest including BOTA and court rulings.

Thank you again for allowing us to participate in your business conference this year. Have a great summer!



Waters Retires from PVD

Bill retired after serving as the attorney for PVD for 29 years, 5 months and 19 days (but who's counting?). Thanks, Bill, for all your help over the years. Enjoy your well-earned retirement.



Bill with his two daughters and granddaughter.



Front: Bill and Gene Bryan, CKR, RMA. Back l-r: Grey McHenry, AAS, RMA; Gayla Godfrey, RMA; and Della Rowley, RMA.

NCRAAO Conference Sessions: What Did You Think?

I tried something different this year in order to get a recap of the educational sessions. In the past I asked county appraisers to write an article on a particular session they attended. This year I asked them to give me a few thoughts on each of the sessions. It will be interesting to read if all their thoughts and perceptions are the same. —*Rick Stuart, CAE*

Jamie Clark, RMA, Greenwood County

Well, I sat in the *Generations* and it was really good! It was spot on for my generation and my adult kids. *Residential Quality* was interesting. I do not agree on all the quality he suggested, but it was overall a very good course and very interesting to see the other states' comments as to how they choose a quality. *Using Location Analytics to Support Commercial Appraisal* was little bit confusing, and I did not get much out of it due to hotel issues. *Subpoena Stress* was good and very interesting.

Cindy Magill, RMA, Sumner County

The *Generations* session: Very enlightening session that compared the different generations side by side and was able to relate back to what I was experiencing. The take away from this for me was that it reinforced ways that I was trying to challenge the Generation X's and Millennials' plus gave me some new ideas. Thoroughly enjoyed the session!

The *Residential Quality* session: This session mainly focused on utilizing the cost of a dwelling to assist in determining the quality, which can assist Kansas appraisers in checking their ratings if the cost is known. A lot of times we do not have that information, but it will be a useful tool to use if we do.

The *Subpoena Stress* session: This session mainly focused on Wisconsin scenarios, but it was interesting to see that state boundaries do not seem to affect the legal issues.

The *Social Media* session: This



The 2015 NRCAAO Conference was held June 19–21 at Chula Vista Resort in Wisconsin Dells, WI.

session just re-emphasized how important social media can be utilized as an effective public relations tool with your customer base. Now I just need to find the time to implement some of the ideas presented.

Using Location Analytics to Support Commercial Appraisals: I learned that the Tapestry Segmentation that utilizes lifestyle, population data and demographics is available for smaller jurisdictions like mine, and it is something that I'm definitely going to be looking into.

Steven Miles, RMA, Douglas County

Wetlands Valuation: That educational session focused on the identification of wetlands and mapping tools available to assist in the identification and soil types associated with them. The instructor, Jeremy Ray, had examples of the mapping tools and the usage of aerial photographs that are available through Google Earth and other entities. The location of this type of use has some bearing on the valuation. In today's culture, those wetlands that are near metropolitan expansion have value from the standpoint of the benefits to human health and well-being but also in the potential development if they were drained. Of course, in most cases, if a developer were to drain the wetland for other uses, they would have to re-establish additional wetland area in other suitable locations. This in itself drives up the cost of development as it is not a simple task to establish a wetland ecosystem.

Mr. Ray outlined some of the training and training camps that he had attended and participated in to learn how to identify wetlands. Most of the training

had to do with on-the-site training and experience in identifying the soils, terrain, vegetation and animal life that are usually present in a wetland situation. A photograph of a mud pile with a hole in it seemed to stump all in the session but yours truly. It was a crayfish or crawdad hole of which I had first feel experience as a youngster. This is often an inhabitant of a wetlands or marshy situation. Other things that help to identify are soil types and the terrain.

Valuation discussions centered on finding sales of other wetland areas. I believe that in Wisconsin and Minnesota, finding sales of this type are far easier than here in Kansas (recent weather in north central and eastern Kansas might make a liar out of me). In fact, the only wetlands that are actually being used as wetlands were the major cause of holding up the South Lawrence Trafficway for the past 20 years—and they are exempt! Other areas that may have been wetlands many, many years ago are in ag production and are valued as such here in Douglas County.

While I may not have an immediate use for this information, it was interesting as always to hear of other techniques and viewpoints from around our region.

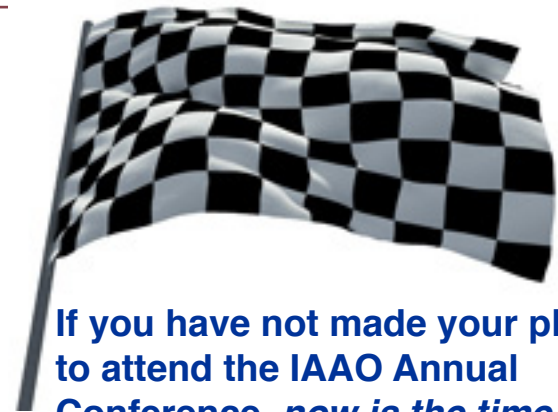




81st Annual International
Conference on Assessment Administration
September 13-16, 2015 • Indianapolis, Indiana

*Get There
Learn Something
Make Connections*

conference.iaao.org



If you have not made your plans to attend the IAAO Annual Conference, *now is the time.* Find all of the details at: <http://conference.iaao.org/>

Downtown Indy

By Rick Stuart, CAE

So, you are headed to the IAAO Annual Conference in downtown Indianapolis. Personally, I love downtown Indy. Often when we go to cities for conference, we stumble around looking for good restaurants and local refreshment centers to recharge after a grueling day of listening to speakers drone on and on. Therefore, I have decided to share my likes and dislikes. Bon appetit and cheers!

Places located within about 5–6 blocks of the hotel:

- 👍 Italian Gardens: NO
- 👍 Kilroy's: sports-type of bar, good food and about three large boards of shots.
- 👍 Ram: upscale sports-type bar. There are a limited number of these throughout the country, and this is one of my favorite chains. KANOWA will be here on Saturday night, so most of you will get a taste of it then. Don't know about KANOWA? *See box right.*
- 👍 Weber Grill: Very good and reasonably priced.
- 👍 St. Elmo's: Great food, world famous for their horseradish shrimp cocktail sauce, but expensive.
- 👍 Harry & Izzie's: Next door to St. Elmo's and the same owner with great

food and reasonably priced.

- 👍 Palamino: NO
- 👍 Tastings: It is a wine bar with light snacks, but I recommend you avoid the snacks. You purchase a debit card for any amount you want, there are hundreds of wines to choose from, you insert your debit card and you receive like a 2-oz. sample. If you have never done this before and like wine, you will have fun.
- 👍?👍 Spoke & Steale: I do not have any experience with this one, but it's a nice looking, small martini bar in the LeMeridien hotel.

A short cab ride from the hotel:

- 👍 Mac Nivens: A Scottish pub, good food and large beer and single-malt scotch selection.
- 👍 Louie's Wine Bar: It is next door to Mac Nivens.
- 👍 Bakersfield's: Restaurant and tequila bar across from Mac Nivens.
- 👍 The Rathskeller: A German landmark restaurant that is about 2 blocks north-east of Mac Nivens.

The Children's Museum is great and the Art Museum is also very enjoyable. Oh, and there are shops and a large mall downtown also.



Watch your email for more info on KANOWA, a new event that will be on the Saturday night before the start of the IAAO Annual Conference.



IAAO Member News

Thanks to all of you for supporting IAAO. What a great number of names!

10-years: Robert McElroy, RMA, Neosho County

15-years: Dave Webb, Webb & Associates

20-years: Alex Stewart, Johnson County

25-years: Alan Hale, Norton County; Michael Borchard, CAE, RMA, Sedgwick County; and Bettejan Wooding, CMS, Barton County



2nd Place 1st Flight Winners (Top l-r): Barry Porter, Ryan Michaelis, Bradon Fullerton and Jay Graber. (Anna Porter not pictured.)



2nd Place 2nd Flight golf team members, Bill Jones and Mike Borchard



Golf high score and hole prize winners. Back (l-r): Jeff Holsapple, Sean Robertson, Matt Sorensen, Jeff Ramsey. Front (l-r): DeLinda White (for Rick Shetley) and Kara Endicott



Photo: Colbert Hills Golf Club

Thirty-seven of our finest played golf at the Colbert Hills Golf Club for the 4th Annual Timothy Hagemann Memorial Golf Tournament. It was a beautiful day for golf and some great scores were turned in.

The 2015 KCAA Annual Conference

The KCAA Annual Business Conference was held June 6-10, 2015, at the new Bluemont Hotel in Manhattan. There were 112 people registered for the entire conference, with an additional 26 people attending only the educational sessions. Thirty-seven golfers hit the links (see article right), and 32 bowlers turned out to show off their talents. Thirteen vendors were in attendance and helped sponsor our breaks and events.



Jerry Mentzer, Judy Wallis and Mike Montgomery.

Because of the historically long legislative session, our scheduled opening speaker, Martin Hawver of Hawver’s Capitol Report, was unable to attend. Our thanks to Eric Higgins, chair of the Finance Department at KSU, for filling in at the last minute. His presentation was much appreciated!



Heidi Devore discusses Orion.

This year’s conference also featured some excellent educational sessions. Our thanks to presenters Brad Eldrige, MAI; Mykel Taylor; Ed Cross and Wade Patterson; and Heidi Devore.

On Monday night we headed to Aggieville for the ever-popular Aggieville Olympics. I do believe a good time was had by all! On Tuesday night contestants and spectators alike were treated to

another returning favorite: Dave Lewis and his Game Show Roadshow.

Three KCAA retirees in attendance were honored at the Tuesday evening banquet. Congratulations and best wishes to Mike Montgomery, Judy Wallis, and Jerry Mentzer (pictured above). You will be missed!

Our thanks to all who helped make this year’s conference a success. We hope to see you all next June for the 2016 KCAA Business Conference in Wichita.

Trophies:

1st Flight: 1st Place (score of 58) Steve Thompson, Mike Montoya, Sean Robertson, Chuck Latham

2nd Place (score of 59) Barry Porter, Anna Porter, Jay Graber, Bradon Fullerton, Ryan Michaelis

2nd Flight: 1st Place (score of 68) Cynthia Wellbrock, Greg Wellbrock, Tom Scott, Chad Schilling

2nd Place (score of 68) Bill Jones, Mike Borchard, Todd Wilson, Ronnie Tidwell

High Score Champions: Jeff Holsapple, Jeff Ramsey, Jarod Thomason, Kara Endicott

Hole Prizes:

- Kara Endicott – Women’s Drawing
- Matt Sorensen – Men’s Longest Drive
- Rick Shetley – Longest Putt
- Sean Robertson – Closest to Pin

A BIG Thank You! to our sponsors:

Apex, Kimble Mapping, R & S Digital, Computer Information Concepts, Tyler Technologies, The Sidwell Company, Midland GIS Solutions, and Mike Montoya.



◀ **Game Show Roadshow Contestants** (l-r): Kristina Silva, Mindy Harting and Cindy Brenner.



Bruce Wright, high score bowler

Bowling Tournament

Bowlers of all levels gathered at the KSU Student Union for an evening of games, food and prizes. Our thanks to Kim Lauffer, bowling tournament coordinator, for another good tournament!



Hear No Evil (Kim Lauffer), See No Evil (Dee Carter), Speak No Evil (Jay Graber)



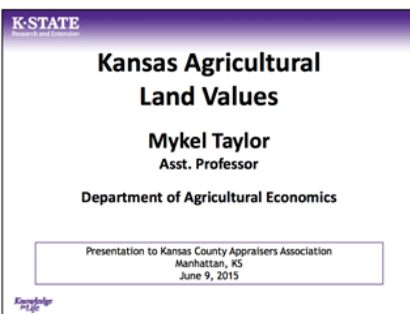
President Craig Clough and his "crew" (l-r): Jenny Shoemaker, Pam Thomas, Craig Clough, Della Rowley and Glenda Mills



Bowling makes everyone smile!



Thumbs up for the bowling tournament!



Now Available: Slides From the Ag Land Presentation



Mykel Taylor

During her informative presentation on Kansas Ag Land Values at the conference, K-State Professor Mykel Taylor said she would make her slides available to anyone interested. Those slides are now available on the KCAA website at:

<http://www.kscAA.net/kcaa/15%20ABC%20Ks%20Ag.pdf>

2015 Aggieville Olympics

There's something about Aggieville that brings out the Olympic spirit in all of us. Whether competing at darts or the Operation game, we never lose sight of the true meaning of the evening: FUN FOR ALL!



The Gilligan's Island gang reunited!



Happy Olympians Craig Clough and Kara Endicott



Stacy Berry demonstrating great dart-throwing form



Harvey county Olympians (with a photo bomb by Philip Dudley) Left to Right: Pam Thomas, Jenny Shoemaker, Glenda Mills and Michele Lowery



Sandy is sharing the Peace!



Pam Meadows concentrates on her delicate 'Operation'!



Laurie Walta, Jama Hyde, Philip Dudley and Jeff Ramsey (with a hard-to-detect photo bomb courtesy of Steve Bauman)



Riley County was well-represented in the Olympics



Team Bauman! Cindy Brenner, Steve Bauman, Stacy Berry and Rodney Sanders



Who dares to wear red in Aggieville?!



Cindy Brenner and Laurie Walta always enjoy conference activities!



Retiree Mike Montgomery and wife Darlene



Congrats to this year's RMA recipients! Eleven presentations were made during the conference, bringing the total number of RMAs to 280. L-R: Jamie Wilson, Franklin Co.; Steven J. Markham, Anderson Co.; Ryan A. DeLeon, Sedgwick Co.; Jeremy A. Hendren, Chautauqua Co.; Jessica Porter, Wilson Co.; Stephen Briar Conner, Johnson Co.; Elizabeth Lattin, Johnson Co.; Matthew C. Berkey, Johnson Co.; William T. Jones, Sedgwick Co.; and Jason Claycamp, Jackson Co. (Not pictured: Robert Sudac, Wyandotte Co.)



Appraiser Video Wins Awards

An animated video created for the Riley County Appraiser's Office earned 502 Media Group, a Manhattan marketing agency, two of its four Telly Awards this spring. The awards honor outstanding local, regional, and cable TV commercials and programs, the finest video and film productions, and online commercials, video and films. This year there were nearly 12,000 entries.

The award-winning video answers two questions you may have been asked a time or two yourself over the years: "Who Are Appraisers? And Why Is My Property Tax So High?" You can view the video on the Riley County Appraiser's website: <http://bit.ly/1cpJRyv>.

Upcoming Conferences

2015 KAC Conference

Earlybird registration deadline for the 2015 KAC Conference is July 15. The conference is November 3-5 at the Wichita Hyatt. Find more information on the KAC website: <http://www.kansascounties.org>

2015 Kansas Orion Users Conference

There is a Kansas Orion Users Conference scheduled for October 22-23 in Wichita. Registration information will be emailed and posted on the KCAA website soon.

2015 IAAO Conference

The 2015 IAAO conference is Sept. 13-16 in Indianapolis, IN. It isn't too late to register! Go to www.iaao.org for more information.

2016 KCAA Conference

The conference will be held June 6-8, 2016, at the Drury Plaza Hotel Broadview in Wichita. Watch the website and newsletter for more information.

KCAA Education

See all of KCAA's classes and register online at <http://www.kscaa.net/education/education-information/>

RMA Residential Review

July 14-16, 2015
Shawnee Co. Annex Bldg., Topeka
Instructor: Marion Johnson
Cost: \$300

IAAO 402 Property Tax Policy

Aug. 17-21, 2015
Public Works Bldg., Manhattan
Instructor: Rick Stuart
Cost: \$425

IAAO 400 Assessment Admin.

Aug. 31-Sept. 4, 2015
Shawnee Co. Annex Bldg., Topeka
Instructor: Rick Stuart
Cost: \$425

RMA Commercial Review

Oct. 6-8, 2015
Shawnee Co. Annex Bldg., Topeka
Instructor: Marion Johnson
Cost: \$300

Residential Valuation Model Contest

**20th Anniversary GIS/CAMA Technologies Conference
Savannah, Georgia, USA • February 22-25, 2016**

“We are asking beginner-to-expert volunteer modelers to provide their talents for the competition.”

Real estate valuation modeling (specification and calibration) has evolved significantly in the past 40 years. To demonstrate the current statistical quality and variety of valuation model structures, the GIS/CAMA Technologies Conference organizers, International Association of Assessing Officers (IAAO) and Urban and Regional Information Systems Association (URISA) and sponsor, NCSS, LLC, are supporting the Residential Valuation Model Contest.

We are asking beginner-to-expert volunteer modelers to provide their talents for the competition. International participation is strongly encouraged.

You will be provided with a database developed from a teaching residential database. The database will be provided in NCSS and Microsoft Excel formats in a zipped file. The database may be converted for use in your CAMA system or other statistical software.

Volunteer modelers, who do not wish to use their company- or assessment-jurisdiction software, can use NCSS statistical software. NCSS, LLC, has agreed to provide participants with a 90-day temporary software license that expires October 1, 2015. Final model files should be returned to the project manager in NCSS or Excel format.

Volunteer modelers should provide final model specifications, model calibration, database with final estimates of value, description of the valuation process, and

a justification of the model specification and calibration used. Volunteers are encouraged (not required) to provide separate presentation abstracts to the GIS/CAMA Conference Planning Committee for consideration and scheduling at the 2016 Conference. Volunteers can also submit separate research papers to IAAO for journal publication.

Patrick M. O'Connor, ASA, is the project manager. He will provide a project summary presentation at the 2016 GIS/CAMA Technologies Conference in Savannah, Georgia. An overall project paper will be submitted to IAAO for journal publication. Pat O'Connor's e-mail address is: patmoc@swbell.net.

Volunteers are requested to provide a 50-word descriptive narrative about themselves and their modeling background, which will be included in the addendum of the publication. Participant names will be used unless a modeler wishes to remain anonymous. A number will be substituted for anonymous participants in the conference presentation and addendum of the summary paper.

Volunteer modelers can access the research data files in June. Final research must be submitted to the project manager by September 21. This will allow the GIS /CAMA Conference Planning Committee to schedule conference presentations and give the project manager time to prepare the summary presentation.



**Download Contest
Submission Form**

**To read more about the
GIS/CAMA conference
or to download a copy
of the pdf registration/
submission form for
volunteer modelers, go
to <http://bit.ly/1G5wbiT>**

**Final research must be submitted to the project manager by
September 21, 2015**



Real Estate Notes of Interest

By Rick Stuart, CAE

■ *www.ccim.com*, March/April 2015. “The overall national industrial vacancy rate ended 2014 at 6.8 percent, the lowest level since 1Q 2001, according to Cushman & Wakefield. The vacancy rate was down 70 basis points YOY (year over year) and 400 bps from its 10.8 percent peak in early 2010. There was 340.3 million sf of industrial leasing activity in 2014, a rise of 3.6 percent over 2013. <http://bit.ly/1FUuMQe>

■ *www.htrends.com*, March 24, 2015. “Hotel investors spent \$27.8 billion on property acquisitions and developments during 2014, according to the Hotel Transaction Almanac and the Hotel Development Almanac compiled by STR Analytics. During the year, \$18.5 billion in hotels changed hands while another \$9.3 billion in new hotel projects opened their doors.” <http://bit.ly/1y5KOAK>

■ Kris Hudson, *The Wall Street Journal*, April 2, 2015. The National Association of Realtors says the number of vacation home sales reached an all-time high of 1.13 million homes that constituted 21% of all sales in 2014.

■ Josh Boak, *The Associated Press*, April 5, 2015. In order to appeal to the very high-end condo buyers, some are becoming signature buildings such as The Porsche Design Tower in Miami. Here are some key characteristics of the building:

- Targeting non-U.S. buyers
- 60 stories with 3-car elevators



Rick Stuart, CAE, is a senior consultant with TEAM Consulting LLC and lives in Topeka, Kan. Email: rstuart17@cox.net.

- Building is shaped like a car piston
- Elevator then slides the car into the owner’s space
- Prices are from \$4 - \$30 million
- Buyers pay 50% of price during construction

■ Joe Light, *The Wall Street Journal*, April 16, 2015. “The regulator of Fannie Mae and Freddie Mac will direct the housing-finance firms to slightly cut mortgage fees for riskier borrowers, a decision that falls short of what housing advocates wanted and yet is likely to anger conservative politicians who wanted higher charges.”

■ *www.builderonline.com*, April 22, 2015. “Calculated Risk’s Bill McBride posts on the latest Architectural Billings Index from the AIA, and while times are generally good for architects, one of the biggest takeaways was this: Multifamily billings were negative for the second consecutive month, something not seen since 2011. But the positive overall reading points to more activity in other commercial sectors, like office and retail.” <http://bit.ly/1ORHu3k>

■ Laura Kusisto, *The Wall Street Journal*, April 22, 2015. “Strong demand for low-cost housing is proving a boon for one of the real-estate industry’s least glamorous sectors: companies that operate mobile-home parks. Although few new mobile-home communities are being built, the larger companies in the sector are actively buying up the smaller players, reducing competition.”

■ Miguel Bustillo and Dan Molinski, *The Wall Street Journal*, April 22, 2015. “The Oklahoma Geological Survey released a statement Tuesday saying that it now ‘considers it very likely’ that

most of the hundreds of earthquakes in the state’s center in recent years was ‘triggered by the injection of produced water in disposal wells.’ Produced water is salty fluid that naturally flows up wells along with oil and gas.”

■ Jeffrey Sparshott, *The Wall Street Journal*, April 23, 2015. The National Association of Realtors reported that “[s]ales of previously owned homes rose to the highest level in 18 months in March, a sign the housing market is gaining strength after a slow start to the year.”

■ Anya Martin, *The Wall Street Journal*, April 24, 2015. The Texas residential market continues to lead the nation in increases and not just in your typical homes but in the larger, higher-priced homes. Median home prices in December reflected the following year-over-year increases: Austin + 10.7%, Houston + 9.3%, and Dallas/Fort Worth + 9%.

■ Robert Ivy, *www.washingtonpost.com*, April 27, 2015. “Highly reflective surfaces not only cut energy bills, they can potentially improve the health of local residents and citywide environments. These are the intriguing findings of a consequential new report on the impact of “smart roof” retrofits. The report, by Washington-based green building and technology advisory firm Capital E, examines the results of re-roofing efforts on Washington-owned buildings.” <http://wapo.st/1OvkLzr>

■ *www.rcanalytics.com*, April 15, 2015. “Real Capital Analytics (RCA), continuing its innovation in commercial real estate information, announced today the launch of the RCA & Walk Score® Commercial Property Price Indices (CPPI), the first of its kind to quantify the price value of walkability for commercial properties. Walk Score is a single comparative measure of the ease or ‘walkability’ from a given property location to nearby amenities.

‘Walkability matters,’ said Robert White, RCA Founder, ‘as prices for commercial properties in highly walkable locations show significantly

REAL ESTATE NOTES, continued

greater appreciation trends than car-dependent locations. The findings cut across both urban and suburban locales, large and small markets and each of the office, retail and apartment sectors.” <http://bit.ly/1GC4TkZ>

■ *www.htrends.com*, May 1, 2015. “The U.S. hotel industry reported positive results in the three key performance metrics for the first quarter of 2015, according to data from STR, Inc. In year-over-year results, occupancy was up 3.1 percent to 61.1 percent; average daily rate rose 4.7 percent to US\$117.09; and revenue per available room increased 8.0 percent to US\$71.56.

The 61.1-percent occupancy mark is the highest STR has ever recorded for a first quarter, according to Bobby Bowers, STR’s senior VP for operations. In addition, industry demand increased 4.2 percent during the first quarter, while supply was up 1.0 percent.” <http://bit.ly/1P3eg74>

■ *www.realtytrac.com*, May 5, 2015. California tops the RealtyTrac survey with \$29.28 billion total property tax collected from single-family residences. These properties do not pay the highest average amount, however. That distinction goes to New Jersey, with average annual single-family residence property tax bills over \$8,100. The 10 states at the top of the survey are listed above.

Editor’s Note: The new remodeling cost versus return on investment is now available at <http://bit.ly/1AN3O9J>.

■ Elaine Misonzhnik, *www.reonline.com*, May 11, 2015. “Investors looking to make money on hotel acquisitions may want to hurry up—in March, hotel prices in the U.S. were just one percentage point short of their pre-recession peak, according to Moody’s/RCA Commercial Property Price Indices (CPPI) report, indicating that values can’t go much further.” <http://bit.ly/1cqXmxv>

■ Robert Shiller, *www.newyorktimes.com*, April 13, 2013. “WHAT prices will today’s home buyers get if they sell a

The Top 10 states in total property tax collected from single-family residences

State	Single Family Homes	Average of Tax Amount	Total
California	7,210,529	\$4,062	\$29,285,807,772
Texas	6,099,993	\$3,802	\$23,194,691,438
New York	2,552,395	\$5,334	\$13,615,228,753
New Jersey	1,125,234	\$8,142	\$9,161,688,864
Pennsylvania	1,275,525	\$4,086	\$5,211,253,310
Florida	1,566,266	\$3,035	\$4,753,477,708
Michigan	2,050,476	\$2,250	\$4,613,960,198
Massachusetts	885,576	\$5,149	\$4,559,928,807
Maryland	1,249,479	\$3,443	\$4,302,491,835
Oregon	981,554	\$3,622	\$3,555,160,985

decade from now? Most people live in their home for many years. They don’t need to view it as an investment at all, but if they do, they surely need a long forecasting horizon.” **Editor’s Note:** This is an older article but still very relevant. <http://nyti.ms/1PGLgx4>

■ Stephan Melman, *www.eyeeon-housing.org*, May 13, 2015. “Based on a December 2014 survey of builders, the Walk-in Closet in the Master Bedroom and the Laundry Room ranked as the top two features builders are most likely to include in new 2015 homes. Scored by a choice of Very Likely equal to 5 and a Not at All Likely choice equal to 1, these top two features rated at 4.9 and 4.8 respectively. Some 98% of the builder responses rated the Walk-in Closet as a 5 or 4, and a slightly smaller share of 96% rated the Laundry Room as a 5 or 4. Both features speak to improving organization and storage characteristics of new homes.” <http://bit.ly/1G9sJZq>

■ Kris Hudson, *www.wallstreetjournal.com*, May 13, 2015. “The trouble for the housing industry is that millennials have abstained from buying a home for longer than previous generations did at their age. Homeownership among Americans 35 and younger registered 34.6% in the first quarter, down markedly from the peak of 43.6% in the second quarter of 2004. The good news

is, study after study confirms that when it comes to millennial homeownership, the spirit is willing—but the finances are weak.” <http://bit.ly/1PluVrv>

■ Stu Roberts, *www.gizmag.com*, May 11, 2015. “It’s not always practical or cost-effective to have a sound system in every room of your home. If your light bulbs could play music, however, it would kill two birds with one stone. Well, Sony Japan has unveiled precisely that: an LED light bulb with a built-in Bluetooth speaker.” <http://bit.ly/1cAgbOL> **Editor’s Note:** Who asks for or thinks of stuff like this?!

■ Andrew Osterland, *www.cnn.com*, May 13, 2015. **Editor’s Note:** This is an interesting read. The article writes about people retiring and their relationship with their home. It amazed me that 30% actual sell at retirement and purchased a larger home. <http://cnn.com/1PGRKMm>

■ Troy Martin, *www.redfin.com*, May 14, 2015. “Home sales across Redfin markets increased at a rate of 5.4 percent in April compared to a year earlier, and the median sale price rose 6.5 percent year-over-year to \$275,700. April was the third month in a row that prices grew above 6 percent, a sign that demand is putting more upward

continued on next page

REAL ESTATE NOTES, continued

pressure on prices. Growth in home prices had eased for much of last year, settling at a steady rate of around 5.5 percent.” <http://redf.in/1FoJmS7>

■ Laura Kusisto, *www.wsj.com*, May 14, 2015. “Existing homes sales this year are expected to hit levels not seen since just after the peak, in 2006, driven by strong job growth, low interest rates and a gradual loosening of lending standards, according to the National Association of Realtors. Lawrence Yun, chief economist at the realtor association, said in his mid-year forecast on Thursday that he expects home sales to end up around 5.3 million in 2015, a significant pick-up from 4.9 million sales in 2014.” *See chart above.* <http://on.wsj.com/1QPc0xK>

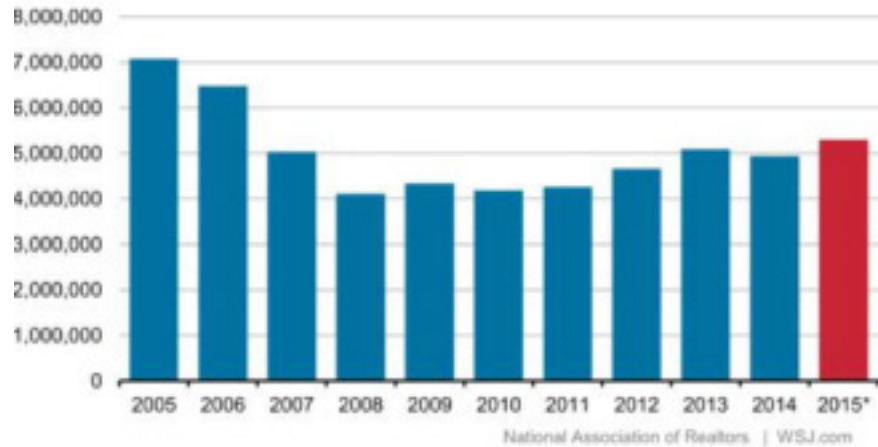
■ Ilan Brat, *The Wall Street Journal*, May 15, 2015. “The value of irrigated farmland in the Federal Reserve Bank of Kansas City district, which includes Kansas, Nebraska, Colorado and other big farm states, decreased 21%, the first year-over-year decline in a quarter in more than five years.”

■ *www.htrends.com*, May, 20 2015. Now at 3,885 Projects/488,230 Rooms, the Total Construction Pipeline has shown seven consecutive quarters of growth, with the last three quarters posting Year-Over-Year (YOY) gains of 20% or greater. *See chart below.* <http://bit.ly/1LCCiAk>

■ *www.builderonline.com*, May 25,

Moving On Up

Existing home sales expected to hit the highest level since 2006. (*Predicted)



2015. “The S&P/Case-Shiller index of property values in 20 cities increased 5% year-over-year in March, the second straight month of 5% growth and beating expectations, according to Bloomberg’s Michelle Jamrisko.” <http://bit.ly/1FVSBJO>

■ *www.appraisalinstitute.org*, May 19, 2015. This headline should catch your attention and make you want to read the article: *Landscaping Can Drive Property Values, Appraisal Institute Says*. “If landscaping is properly maintained, the impact on home values can be positive,” said Appraisal Institute President M. Lance Coyle, MAI, SRA. “However, it’s important for homeowners not to exceed neighborhood norms when upgrading.” <http://bit.ly/1euV0PE>

■ *www.builderonline.com*, May 29,

2015. National Spelling Bee with real estate terms. **Editor’s Note:** This was fun! I did find out there is a certain type of floor cover I could not spell. <http://bit.ly/1Qd4pqt>

■ Kris Hudson, *www.blogasj.com*, June 3, 2015. “The annual Characteristics of New Housing report found that 46% of single-family homes constructed last year had four or more bedrooms, up from 44% in 2013 and from 34% in 2009. Thirty-six percent of the homes built last year had three or more bathrooms, up from 33% in 2013. Meanwhile, two-car garages remain the norm, but they’re receding in popularity—to 62% of homes built last year from 64% in 2013—while three-car garages increased to 23% from 21%.” <http://on.wsj.com/1M7IS1z>

■ Jennifer Goodman, *www.builderonline.com*, June 4, 2015. “The University of Texas at Austin, partnering with Germany’s Technische Universität München, will construct a home that is net zero usage for energy as well as water. The home will be one of the country’s first water-independent dwellings, and its design could have major ramifications for home builders in drought-prone areas and beyond.” <http://bit.ly/1F4ezDv>

■ *www.builderonline.com*, June 4, 2015. “Why choose one paint color

Construction Pipeline by Project Stage

STAGE	Q1 2015		Q1 2014		% Variance	
	Projs	Rms	Projs	Rms	Projs	Rms
Under Construction	1,117	141,302	885	114,337	26%	24%
Start Next 12 Mths	1,599	189,473	1,327	161,748	20%	17%
Early Planning	1,169	157,455	1,014	131,150	15%	20%
Total Pipeline	3,885	488,230	3,226	407,235	20%	20%

Source: Lodging Econometrics - Portsmouth, NH 03801

for your home when you can have an evolving palette? Valspar's Kameleon Colors line uses a variety of pigments to create hues that vary in appearance depending on the position of sun and the angle from which the building is viewed. The Esers' home looks green by morning light, but gradually shifts to a deep bronze as the sunlight changes, Hopping writes. The paint is also increases solar reflectivity to keep the house cooler." <http://bit.ly/1F4eNKL>

■ Kate Berry, *www.nationalmortgage.com*, May 20, 2015. "Mortgage lenders are facing a potential threat to their business that has nothing to do with new regulations or the uneven economic recovery: a persistent shortage of home appraisers. Since the height of the housing boom in 2007, the number of individuals certified or licensed to do home appraisals has declined by 23,000, or 28%, according to the Appraisal Institute." See *Chart right*. <http://bit.ly/1FUaRBv>

■ *www.money.cnn.com*, June 9, 2015. "Home prices have shot up by double-digits, inventory has fallen dramatically and multiple offers with bidding wars have become common. One factor driving the demand: pot. The budding industry has impacted home prices since the state legalized marijuana in 2012.

There has been a huge bump in real estate prices due to the legalization of marijuana, according to James Paine, managing partner at West Realty Advisors. It's massively pushed up raw land and industry prices. In March, Denver experienced the second-largest jump in annual home prices at 10%, just behind San Francisco, according to the S&P/Case-Shiller Home Price Index." <http://cnnmon.ie/1H4nTgG>

Editor's Note: Okay, for all you residential market modelers, would you have to create a marijuana influence variable?

■ Jennifer Gould Keil, *www.nypost.com*, June 10, 2015. Submitted by Barry Porter. "Almost 99 percent of Manhattan, NY rentals are currently occupied, according to a new market

Squeezed Out

Home appraisers are leaving the business in droves due to a combination of lower pay and more stringent certification requirements. Their ranks have dwindled by 28% since 2007



report. The vacancy rate is now 1.07 percent, the lowest it has been in three years, Citi Habitats reports. Last year at this time, Manhattan vacancies were at 1.17 percent. At the same time, rents are at their highest. Manhattan dwellers pay, on average, \$4,081 a month — from Inwood to the Financial District — for the privilege of living in Gotham." <http://bit.ly/1dz20Ko>

■ *www.htrends.com*, June 11, 2015. The U.S. hotel industry recorded positive results in the three key performance measurements during the week of 31 May through 6 June 2015, according to data from STR, Inc.

In year-over-year measurements, the industry's occupancy increased 0.2 percent to 69.4 percent. Average daily rate increased 3.8 percent to finish the week at US\$118.14. Revenue per available room for the week was up 4.1 percent to finish at US\$82.02.

■ *www.htrends.com*, June 15, 2015. "There are 3,509 projects totaling 425,896 rooms Under Contract in the United States, according to the

May 2015 STR Pipeline Report. This represents an 11.7-percent increase in the number of rooms Under Contract compared with May 2014 and a 23.8-percent year-over-year increase in rooms under construction." <http://bit.ly/1Fm9437>

■ *www.jchs.harvard.edu*, June 24, 2015. "The fledgling U.S. housing recovery lost momentum last year as homeownership rates continued to fall, single-family construction remained near historic lows, and existing home sales cooled, concludes The State of the Nation's Housing report released today by the Joint Center for Housing Studies of Harvard University. In contrast, rental markets continued to grow, fueled by another year of large increases in the numbers of renter households. However, with rents rising and incomes well below pre-recession levels, the U.S. is also seeing record numbers of cost-burdened renters, including more renter households higher up the income scale." <http://bit.ly/1Jk7sE>

■ Megan Hart, *The Topeka Capital*

REAL ESTATE NOTES, continued

-*Journal*, June 28, 2015. "The average price of an acre of high-quality land in Kansas fell 17 percent compared with June 2014, suggesting the land bubble of recent years may be deflating."

■ Laura Kusisto, *The Wall Street Journal*, June 23, 2015. "Sales of previously owned homes surged in May, buoyed in part by the return of younger buyers who had long struggled to find a path into the market. Analysts pointed to the return of first-time buyers, who have been cautious for much of the recovery."

■ John Carney, *The Wall Street Journal*, June 30, 2015. "Sales of existing homes in May were up 8.2% from a year earlier, according to the National Association of Realtors. Meanwhile, new-home sales were up 20% from a year ago, hitting their highest level in seven years."

■ Daniel Gilbert, *The Wall Street Journal*, July 1, 2015. "The Oklahoma Supreme Court ruled Tuesday that a woman injured in a 2011 earthquake can file suit in district court against the two energy companies she accuses of causing the quake."

Editor's Note: You just knew this was inevitable.

INDIANAPOLIS
IAAO 2015

81st Annual International
Conference on Assessment Administration
September 13-16, 2015 ♦ Indianapolis, Indiana

Get There
Learn Something
Make Connections
conference.iaao.org

<http://conference.iaao.org/>