

**Monday, October 2, 2023**

CONTENT SUBJECT TO CHANGE

All session times noted are U.S. Central Daylight Time

8:30 - 8:45am**Welcome & Opening Remarks**

[Johnnie White](#), MBA, CAE, CMP | CEO/Executive Vice President | ASA

[Garrett Schwartz](#), ASA, CEA | Senior Equipment /Appraiser | Sencer Appraisal Associates

8:45 - 9:45am**Keynote Address: Attempting Everest the Harder Way**

[Nick Talbot](#) | Chief Executive Officer | IVSC

Come and listen to Nick Talbot's humorous but motivating take on living a life less usual. Nick was born with Cystic Fibrosis which can destroy the lungs and other organs to the extent that he had a life expectancy of 16. Nick is now the CEO of the International Valuation Standards Council and has managed to get through a few near-death experiences including being on Everest for the two worst natural disasters in history. Hear about his approach to challenges in both the world of appraisal and mountaineering to push boundaries and fundraise for charities around the world.

10:15 – 10:25am**[Machinery & Technical Specialties]
Discipline Welcome****10:25 – 11:25am****[Machinery & Technical Specialties]
Appraising Food Processing Equipment: A Case Study**

[Carlos Lavin](#), ASA, MRICS | President | Appraisals International

The global food processing equipment market size was valued at 55.50 billion USD in 2020 and is expected to expand at a compound annual growth rate of 6.1% from 2021 to 2028. Accurate, up-to-date valuation of food processing equipment requires knowledge of the varied segments of the industry and its diverse equipment line-up. We will look at a case study of a valuation project for a US agribusiness with global operations, including the economic trends impacting values, the premise of value to be applied, defining the equipment's role in the agricultural cycle, seasonality if applicable, equipment usage cycles etc.

[ARM/Multi-Discipline]**Mistakes to Avoid in Litigation Appraisals**

[Charles E. Blau](#), Esq., ASA, CRE | Partner | Blau & Blau

What do lawyers look for to show the appraisal is not credible? Learn more about the importance of confirmations, inspections of comps and omissions.

11:30am – 12:30pm

[Machinery & Technical Specialties]

Aviation Ground Support Equipment Industry - Ready for Takeoff

[Alex Steele](#), ASA | President | AR International, LLC

[Brandon Steele](#), ASA, CFA | Director Valuations | AR International, LLC

This session offers an overview of the aviation ground support equipment industry including equipment types, prices, and typical useful lives. We will survey major equipment suppliers and market segments (i.e., passenger and cargo) and also feature a pre-recorded interview with an actual ground support service company that provides sales and rentals of equipment. Company management will provide perspectives on challenges, trends and technology that will impact the industry in the years to come.

[ARM/Multi-Discipline]

Succession Planning for Appraisers

[Tyler J. Arbour](#) | Shareholder | Lugenbuhl, Wheaton, Peck, Rankin & Hubbard
William Tomlinson, CRPC | Wealth Advisor | Independence Wealth Advisors

[Jack Beckwith](#), ASA | President | EAGI

[Charles C. Dixon](#), ASA (MTS-ARM), CSA | President/Owner | CD Valuation Services

This will be a highly interactive session sharing ideas about succession planning options for the small practices and sole practitioners. Seasoned practitioners will walk away with options and a list of things to not overlook. Younger professionals may just find a new opportunity. If you have already had success in this area, please also join us and share your experiences.

1:30 – 2:30pm

[Machinery & Technical Specialties]

Indirect Costs and Fair Market Value in Continued Use

[Raymond A. Springer](#), ASA | President | Springer Appraisal & Consulting

This presentation will discuss the applicability of a series of indirect costs, where/when to apply them and how to depreciate them. In valuing a processing under the premise of Fair Market Value in Continued Use, the appraiser needs to “stand in the buyer’s shoes.” A purchaser of a facility has two basic options 1) buy a used facility, or 2) build a new facility. A new facility will require the buyer to experience a variety of indirect (or “soft”) costs. Buying a used facility will allow the buyer to avoid some of those costs – this avoidance has value and is embedded in the individual assets.

[ARM/Multi-Discipline]

Understanding The Ad Valorem Market

[Mike Pratt](#), ASA, IFA, IAAO-P, CFE, CAM | Director, Education Services Division | Palm Beach County Property Appraiser

[Richard Conti](#), ASA, ARM, MAA | President | Conti Appraisal Service

This session will acquaint the MTS, PP, RE and Business Valuers with the Ad Valorem Market presented by two sitting Tax Assessors. Representing large and small jurisdictions, the assessors will detail how appraisers get business from municipalities and county jurisdictions, what is expected of them. Actual case histories will be examined including appraisals focused on the income and market approaches. Appraisal Review case histories will be included in the presentation. As a result of attending, appraisers will have an orientation to develop their participation in this large market understanding the assessment process, protocols and opportunities.

2:35 – 3:35pm

Appraising Heat Treat Furnaces & Ovens

John Bouley | Owner | Furnace Brokers International

This session will explain the difference between furnaces and ovens and outline the information you need to gather when appraising these items.

[ARM/Multi-Discipline]

The Daubert Standard: An In-Depth Review of the Admissibility of Expert Witness Testimony

[R. David Bolls](#), III, LL.M. (Taxation) | Of Counsel | Leigh Law Group P.C.

The in-depth review will provide an outline of the well-known Daubert standards and examine recent case law in order to better assist appraisers to survive Daubert challenges during their expert witness testimony. The review will emphasize the role of the expert witness appraiser, study notable past U.S. Supreme Court cases, examine recent case law opinions and pending appeals which could have an impact on the appraiser's present and/or future standards of practice when substantiating an appraisal opinion as an expert witness.

4:00 - 5:30pm

[Machinery & Technical Specialties]

Off Site Tour: Laitram Machinery

Join us for a tour of Laitram Machinery's New Orleans based food processing plant. Laitram is the global leader in nut pasteurization, seafood sorting and cooking equipment. The company has designed much of their specialized equipment in-house and hold numerous patents. Attendees will have the opportunity to tour the facility and meet with Laitrim engineers.

****Note: this tour is limited to 40 people. Please select this add-on session during the conference registration process. If you have a nut allergy, we recommend that you do not participate in this session option.***

[ARM/Multi-Discipline]

Necessary Preparation for Depositions and Key Distinctions Between Deposition and Trial Testimony

[Edward "Ed" Kainen](#) | Managing Member | Kainen Law Group, PLLC

The program will focus on the knowledge and skills helpful in successfully preparing to have your deposition taken. It will address the different types of testimony that an expert witness may offer and focus on the types of testimony that will be most beneficial in a deposition setting as well as the different type of testimony most beneficial in a trial setting. The program will enable the expert witness to skillfully navigate and be successful in both situations.

7:40 – 8:25am

[ARM/Multi-Discipline]

Building Trust in the Appraisal Profession

[Robert B. Morrison](#), FASA | Member, Board of Trustees | The Appraisal Foundation
[David Doering](#), ASA | President | Missouri Property Appraisal, Inc.
[David Bunton](#) | President | The Appraisal Foundation

The appraisal profession is facing unprecedented headwinds from the public and from regulatory agencies. Major challenges include the “Silver Tsunami” and a growing scarcity of qualified appraisers, allegations of bias and discrimination in appraisals, and lack of diversity among appraisers. Learn what The Appraisal Foundation is doing to combat these challenges and what you might do to help.

8:30 - 9:30am

[Machinery & Technical Specialties]

Buyer's Premium and the Appraiser

[Charles Dixon](#), ASA (MTS-ARM), CSA | President/Owner | CD Valuation Services

The buyer's premium has been around for thousands of years. In the analysis of comparable sales, is it to be considered by the appraiser? Should other costs in addition to the hammer price be considered? As a review appraiser and as per general discussions, there seems to be two camps on this- yes and no. Let's discuss the topic with input from attendees.

[ARM/Multi-Discipline]

Post-Pandemic Reality: Working in Remote Teams

[Carlos Lavin](#), ASA, MRICS | President | Appraisals International
[Natalia Szubbcsev](#) | Director of Operations and Sales | Appraisals International

Even before the pandemic, most appraisers conducting site inspections and appraisal consultants/subcontractors worked remotely. Since then, many aspects of how we work have changed radically. The US Census shows that between 2019 and 2021, the number of people primarily working from home tripled from 5.7% (roughly 9 million people) to 17.9% (27.6 million people), What are the challenges of managing and working with a remote (and global) team? Come and listen to the experiences of the leaders of an appraisal consulting group that enlists team members from four continents (and countless time zones).

9:35 - 10:35am

[Machinery & Technical Specialties]

Plastic Recycling and the Circular Economy

[David Pietig](#), ASA | Senior Appraiser | B. Riley Advisory
[Alan Clarke](#) | President | Arlington Machinery

We will explain the different types of plastics recycling equipment and what to look for in an appraisal inspection. We will also touch on what chemical recycling is. You will learn more about the different types of plastics recycling equipment and uses and how to properly inspect and gather appropriate data on recycling equipment. We will also introduce the chemical recycling process and its potential.

[ARM/Multi-Discipline]

Determination of Value in Bankruptcy Proceedings

[Christopher T. Caplinger](#) | Shareholder | Lugenbuhl, Wheaton, Peck, Rankin & Hubbard

The presentation will focus on the unique aspects of valuation of assets, claims, and businesses for various purposes in bankruptcy proceedings. Specifically, the presentation will include a discussion of the importance of both the point in time relevant to the valuation as well as the particular bankruptcy purposes of the valuation. Finally, the presentation will discuss changes in value and valuation during a bankruptcy case and the role of valuation determinations in different and potential bankruptcy-related litigation and proceedings.

11:00am - 12:30pm

[Machinery & Technical Specialties]

[ARM/Multi-Discipline]

THE PERFECT STORM...Convergence of Inflation, Climate Risk and Social Inflation

[Peter Jagger](#) | Managing Director/Senior Vice President | Aon

[Kevin J. Madden](#) | CPSU, ARM Managing Director - Real Estate Practice Leader | Aon

Brian Valery | Director, Risk Management | Empire State Building

[Ed Mazman](#) | Executive Vice President | Ironshore Property Insurance

This presentation panel will provide a multi-discipline perspective on challenges on reported values facing Insurance Brokers, Claim Professionals, Insureds and Underwriter.

1:30 - 2:30pm

[Machinery & Technical Specialties]

What's Trending with Trends

[Joshua Abbey](#), ASA | Director | Suncorp Valuations

With the change in the global economy and rise of inflation, it is important to recognize the impact on cost multipliers and how to use them.

[ARM/Multi-Discipline]

Standards of Value - It Impacts All of Us

[Gary R. Trugman](#), FASA, CPA/ABV, MVS | President | Trugman Valuation Associates, Inc.

This session is going to discuss how the standards of value in other disciplines impacts our own valuations, particularly when we must incorporate other types of properties into our work product. Learn what a business appraiser needs depending on the standard of value that may be mandated by certain types of valuations. This session will discuss the importance of understanding the standards of value from the other disciplines when relying on other appraisers' work.

3:00 – 4:00pm

[Machinery & Technical Specialties]

Appraisal Panel

[Douglas R. Krieser](#), ASA, FRICS | Managing Director | Valcon Partners LTD

[Tim Roy](#), ASA | Senior Appraiser | Capitale Analytics

[Adrian Galis](#), ASA | Director | RSM US LLP

This session will provide an open forum for asking appraisal questions, the opportunity to discuss appraisal issues and more.

[ARM/Multi-Discipline]

\$80 Billion and 87,000 Additional IRS Employees and Valuation

[Michael A. Gregory](#), ASA, CVA, Qualified Mediator with the Minnesota Supreme Court | Founder and Chief Manager | Michael Gregory Consulting, LLC

The Inflation Reduction Act will provide the IRS \$80 billion additional dollars and will be adding 87,000 employees over the next 10 years. During this session Mike takes a look at the IRS strategic plan, public information available from the Treasury Department and IRS, and shares with you his insights of what this may mean overall related to business valuation in the IRS Engineering Program where the business valuers are located. Both short term and longer-term implications are presented to give business valuers an idea of what may expect in the future given IRS objectives.

4:05 –5:05pm

[Machinery & Technical Specialties]

What the Pharma? A Closer Look at Pharmaceutical and Bio-Pharmaceutical Equipment

[Joseph Joyce](#), ASA | Chief Financial Officer | Harry Davis and Company

This presentation will explore the realm of pharmaceuticals and bio-pharmaceuticals machinery and equipment. It will focus on the terminology, the differences between bio-pharma and pharma equipment, the key manufacturers, and the challenges in appraising these assets.

[ARM/Multi-Discipline]

Federally Regulated Transactions and USPAP

[Raymond Rath](#), FASA, CEIV™, CFA | Managing Director | Baker Tilly US, LLP

[Carla Glass](#), FASA | Managing Director | Marcum LLP

[Michael H. Evans](#), FASA | President | Evans Appraisal Service, Inc.

This panel will discuss Federally Related Transactions (FRT) - one of the key drivers requiring USPAP compliant valuations. Real estate represents a key discipline where many projects are classified as FRT. Surprisingly, financial reporting valuations, a significant area of practice for many BV appraisers, are not currently classified as an FRT. Our panelists will explore FRTs and USPAP compliance issues.

[Register Now!](#)