



October 4-6 | Fort Worth, Texas | In Person & Virtual

# Schedule

Machinery & Technical Specialties



## Monday, October 5, 2026

*CONTENT SUBJECT TO CHANGE*

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

**8:00 – 8:15am**

### **Welcome & Opening Remarks**

[Guillermo Ortiz de Zarate](#) | Chief Executive Officer | ASA

Carol Akers Klug, ASA | Sole Practitioner | Carol Akers Klug ASA MBA

**8:15 – 9:15am**

### **Keynote Address: How to be More Interesting Than a Cell Phone**

[Deedre Daniel](#) | Founder | The Interesting Conversations Company®

In a world of constant distraction, how do you ensure your message actually lands? In this high-energy, research-driven session, Deedra Daniel shares practical strategies to capture attention, communicate with clarity, and stand out in any professional setting—from client meetings to the courtroom. Attendees will leave with immediately applicable tools to strengthen connections, enhance presence, and make complex ideas more engaging and memorable.

**9:20 – 9:25am**

### **[Machinery & Technical Specialties]**

#### **Discipline Welcome**

**9:25 – 10:15am**

### **[Machinery & Technical Specialties]**

#### **Effect of Tariffs on Machinery & Equipment**

[Michael Peterson](#), ASA | Senior Manager | CohnReznick Advisory LLC

This presentation explores the impact of evolving tariff policies on the valuation of machinery and equipment, with a focus on real-world applications in manufacturing, renewable energy, and digital infrastructure assets. Drawing from practical valuation experience, it will examine how tariffs influence replacement cost new, market dynamics, and liquidation assumptions, including the treatment of premiums, normalization adjustments, and sourcing considerations. Attendees will gain insight into defensible methodologies for incorporating tariff-related effects into cost and market approaches in today's shifting global trade environment.

**10:45 – 11:45am**

### **[Machinery & Technical Specialties]**

#### **Era of Valuation Transformation: Data Centers**

[Nathan Fineman](#), ASA | Managing Director | DuCharme, McMillen, and Associates Inc.

Over the past decade and particularly in the last five years the data center sector has evolved from a specialized corner of commercial real estate into one of the most

capital-intensive and rapidly changing asset classes in the global economy. Fueled by cloud adoption, hyperscale expansion, generative AI, edge computing, and increasing digital dependency, data centers now sit at the intersection of real estate, technology infrastructure, and regulated utility assets. For valuation professionals, this convergence has introduced both opportunity and unprecedented complexity.

1:15 – 2:05pm

**[Machinery & Technical Specialties]**

**Solar: The Risks When Pricing Decommissioning Bonds**

Alexander Olesen | CEO | Buckstop

This presentation explores the emerging multi-billion dollar liability in solar decommissioning and the critical role of data-driven residual value intelligence. Current methodologies for calculating solar asset retirement obligations (AROs) are often inconsistent, relying on outdated engineering reports and volatile scrap assumptions. We will explore an analysis of 2.2 GW sample study that revealed a \$195,000/MW delta in salvage value estimates, illustrating the systemic risk of mispricing. Attendees will learn how real-time valuation of panels, racking, and inverters, leveraging AI and secondary market data, standardizes appraisals, ensures regulatory compliance, and mitigates long-term financial exposure for stakeholder.

2:10 – 3:00pm

**[Machinery & Technical Specialties]**

**Introduction to IAS 16: Property Plant and Equipment**

[Douglas Krieser](#), FASA | Managing Director | Valcon Partners, LTD

ASA members are familiar with the United States based accounting and valuation standards as they apply to valuations for allocation of purchase price, but they may not be familiar with the accounting and valuation standards used by the remainder of the world. This presentation is meant to introduce the valuer to a standard which they may be called upon to use, regardless of where the valuation is physically taking place.

3:30 – 4:20pm

**[Machinery & Technical Specialties]**

**Appraisal Review for MTS Professionals**

[Melanie Modica](#), ASA | Modica Fine Arts

Appraisal review services are guided by USPAP compliance and MTS professionals are best assisted with ASA ARM methodology. ARM POV courses 201 and 204 offer skills for successfully writing appraisal review reports. ARM offers specific methodology for efficiently writing review reports that are in compliance with USPAP. Appraisal reviews become compliant, efficient, and steer clear of bias and negativity. Members who utilize the ARM methodology become elevated appraisal reviewers and this presentation will give a spotlight to the accreditation and the educational opportunities.

8:00 – 9:00am

**Keynote Address: The Leadership Quotient: Staying Relevant, Trusted, and Indispensable in a World of Change**

[Benjamin Smithee](#) | CEO | The Smithee Group

In today's rapidly evolving marketplace, technical expertise alone is no longer enough to stand out. In this dynamic keynote, Ben Smithee shares a practical leadership framework to help valuation professionals strengthen credibility, communicate with clarity, and position themselves as trusted strategic partners. Attendees will gain actionable insights to navigate change, deepen client relationships, and remain indispensable in an increasingly competitive and AI-driven environment.

9:05 – 9:55am

**[Machinery & Technical Specialties]**

**From Ore to Innovation: Appraising Mineral Refinement in Modern Manufacturing**

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

'The children yearn for the mines.' – The Minecraft Movie As global demand accelerates for batteries, electronics, renewable energy systems, aerospace, and defence applications, understanding how raw ore and concentrated minerals are refined into purer forms and how appraisal practices are applied in ore refinement. The session bridges technical processes with valuation practice, educating on how refinement levels are quantified across industries, from karats and clarity in gemology to purity percentages in manufacturing. Attendees will gain insight into where geographically refinement occurs for various minerals, the infrastructure required, and how these variables influence asset values.

10:25 – 11:15am

**[Machinery & Technical Specialties]**

**Depreciation and Power Plants**

[Kent Amarante](#), ASA, MRICS | Senior Vice President | Valuation Research Corporation

From Iowa Curves to Age/Life Analyses to excess capital and operating costs, depreciation (physical deterioration, internal obsolescence, and external obsolescence) is a significant component of the Cost Approach. In this presentation, I will discuss the challenges, and pit falls of Power Plant depreciation. As Power Plants are large capital extensive assets, they are a perfect medium to discuss and explore the different types of depreciation. Though this presentation is not strictly limited to Power Plant assets.

11:20am – 12:10pm

**[Machinery & Technical Specialties]**

**Industrial Appraisal by Componentization**

[Gerardo Diaz](#), ASA | ASA Senior Appraiser / Project Engineer | Asesores Y Consultores Rosger S.C.

This presentation examines the application of componentization within the cost approach for machinery and equipment valuation. It reviews the international valuation standards that explicitly and implicitly reference the technique, outlines the theoretical foundations of the cost approach and its related methodologies as aligned with

componentization, and concludes with a case study demonstrating its practical implementation.

**1:10 – 2:00pm**

**[Machinery & Technical Specialties]**

**Cost Approach - A Cautionary Tale**

[Douglas Krieser](#), FASA | Managing Director | Valcon Partners LTD

[Jack Young](#), ASA, ARM, CPA | Senior Valuer | NorCal Valuation

The Cost Approach to value can be a great tool when utilized properly. However, changing economic and business climates (such as COVID, Tariffs, etc.) can make the approach difficult to use without assuring that the appropriate factors such as Economic Obsolescence and Functional obsolescence are adequately addressed. This presentation will outline some of the issues that need to be considered and will offer some cautionary advice about when and how to properly use the approach in today's ever changing landscape.

**2:05 – 2:55pm**

**[Machinery & Technical Specialties]**

**Cost Approach - A Cautionary Tale**

[Douglas Krieser](#), FASA | Managing Director | Valcon Partners LTD

[Jack Young](#), ASA, ARM, CPA | Senior Valuer | NorCal Valuation

Continuation of previous session.

**3:15 – 4:05pm**

**[Machinery & Technical Specialties]**

**Asset Backed Finance-Private Credit Impacts**

[Dennis Bolton](#), ASA | Bolton Management Company

Private credit continues to increase its overall market share with an increased focus on asset backed finance including asset-based lending and equipment finance. Traditionally, a bank-dominated market, private credit continues to increase market penetration. As private credit requirements often differ from regulated bank requirements, their overall risk appetite and perception differ from traditional bank underwriting. Understanding these changes is important to the service providers, including appraisers. The presentation will help the audience better understand the market, changes and opportunities.

**4:10 – 5:00pm**

**[Machinery & Technical Specialties]**

**Appraisal Consulting – Trap or Opportunity?**

Robert Schlegel, FASA, ARM | Principal | Houlihan Valuation Advisors

[Penny Lutocka](#), ASA, CPA, ABV, CFE | Principal | Houlihan Valuation

“Appraisal Consulting” is more often seen in our “world of change.” This session will review the key USPAP principles concerning appraisal consulting with examples of consulting assignments that constitute appraisal practice, but not the development of an opinion of value, as well as other duties that an appraiser may undertake that do not constitute appraisal practice. Examples of these forms of assignments will be discussed, along with the risks that “consulting” could be interpreted as an appraisal, and the issues that arise in moving from “consultant” to “appraiser” in client work.