

Value per acre map of
Auckland, New Zealand

URBAN3

Data-driven storytelling

Are we literate about tax policy?

A black and white portrait of Mark Twain, showing his characteristic wild, white hair and a prominent mustache. He is looking slightly to the right of the frame. The background is dark and out of focus.

A person who won't read
has no advantage over one
who can't read.

Mark Twain



You becha!

Is Parking in there?

Suburban bias is baked into the system.

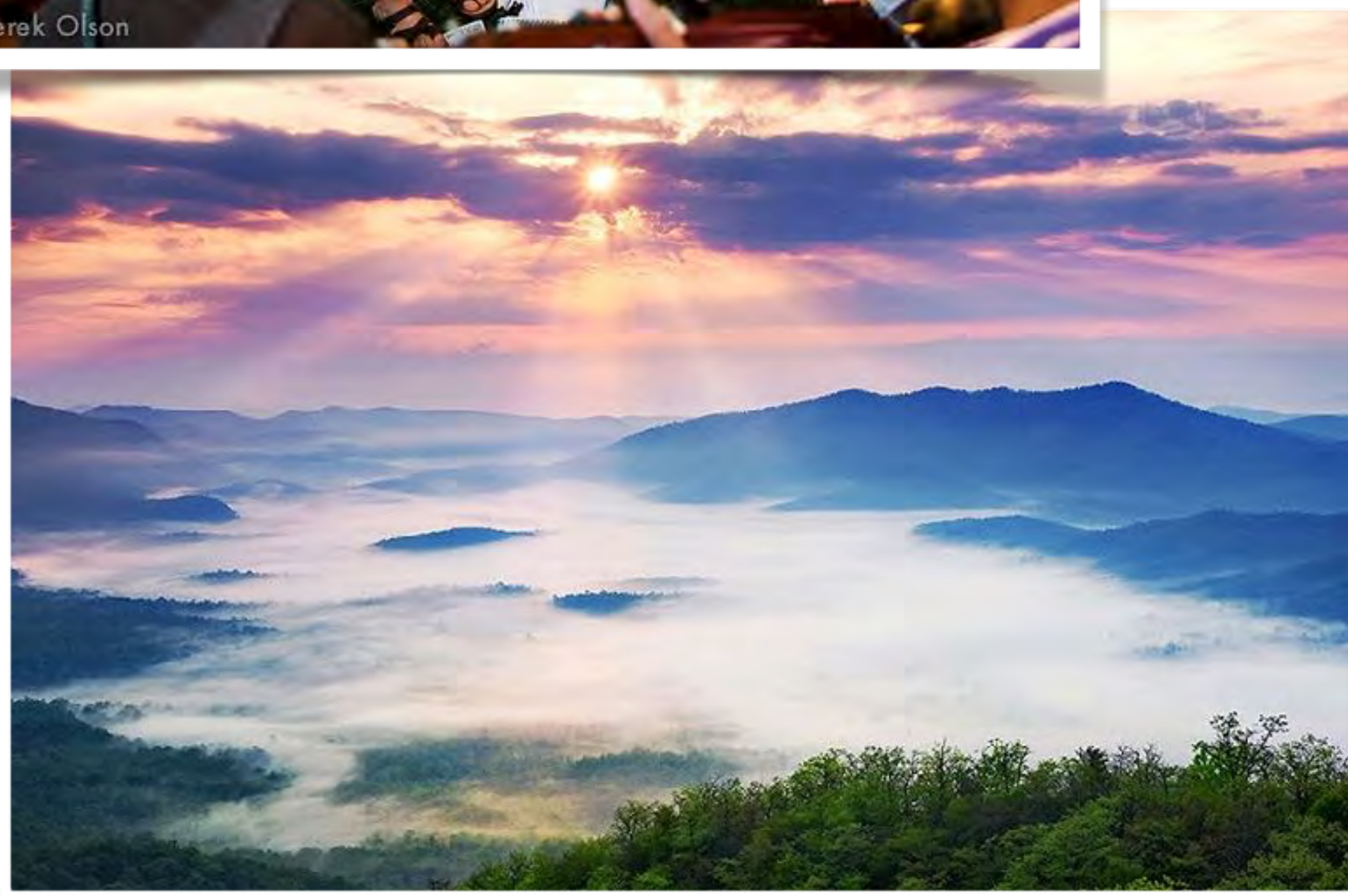
N-662

GREETINGS

from



E-6264

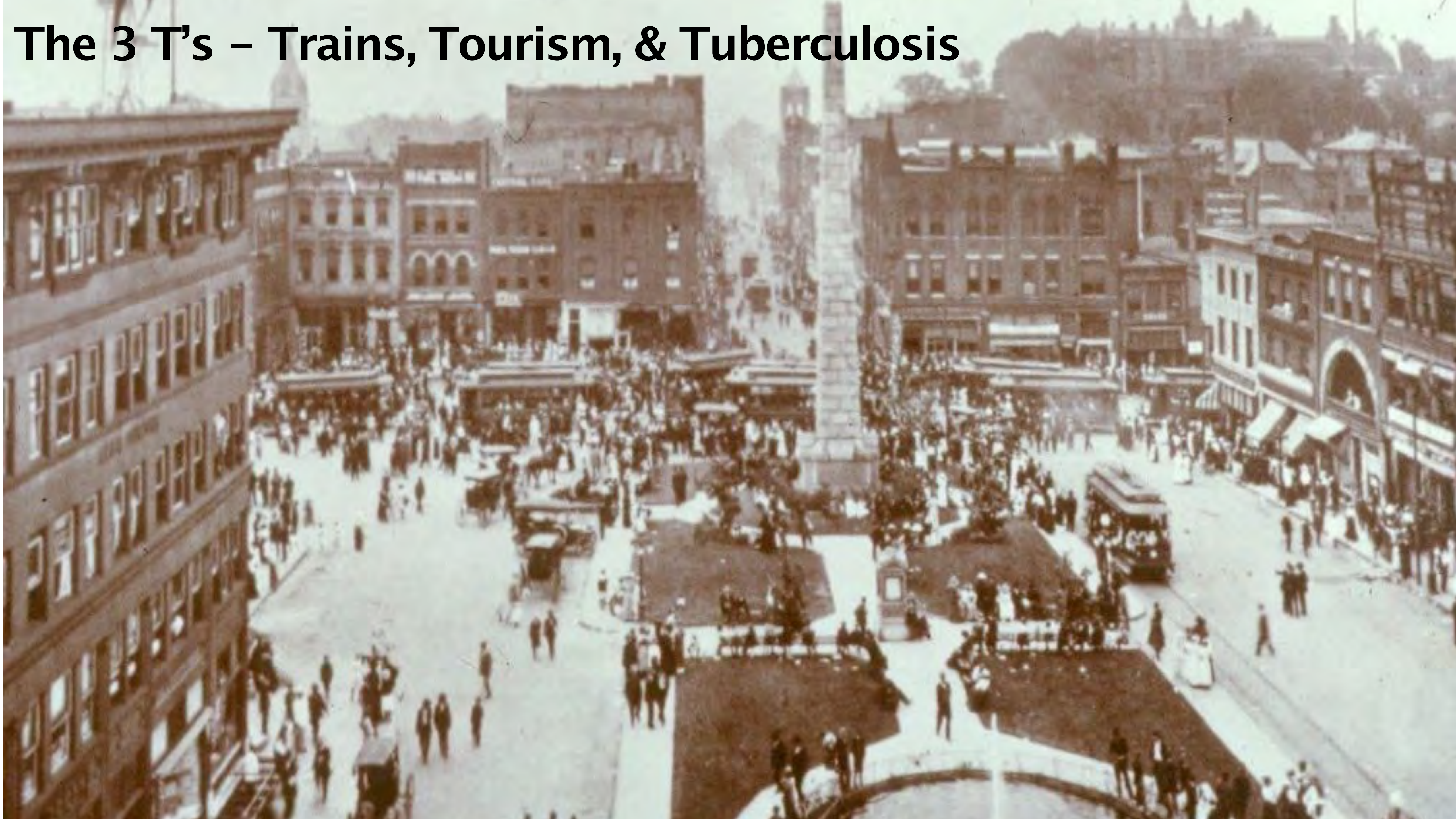


Miami

Things Change...



The 3 T's - Trains, Tourism, & Tuberculosis



In the 70's and 80's our downtown died





In the 70's and 80's
our downtown died.



Asheville's de facto motto was:

“That will never work here - don't even try.”



Julian Price

1941 - 11/19/2001



the Alternative Reading Room

The Mountain Xpress

Public Interest Projects

Salsa's & Zambras

City Seeds



Urban3

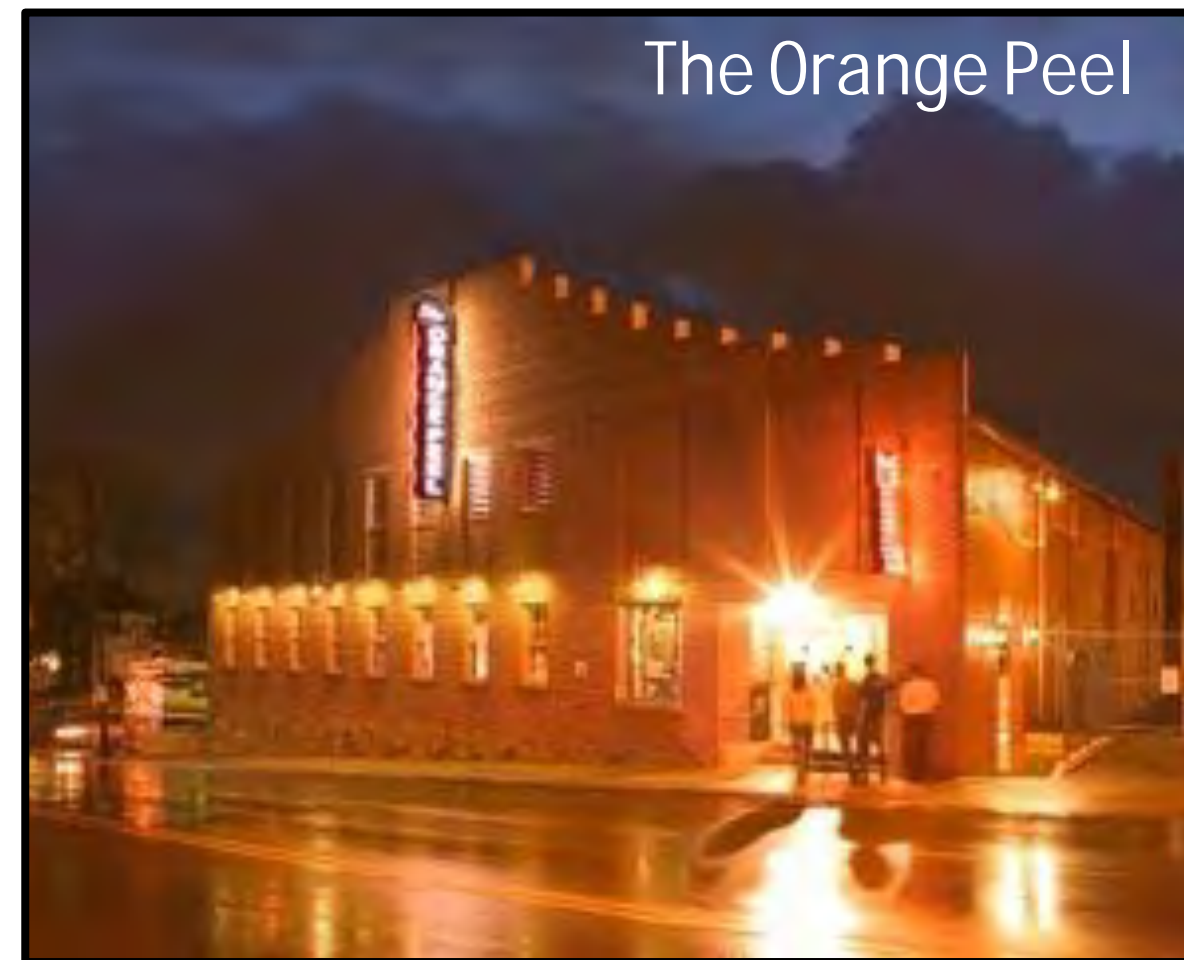


51 Biltmore



Downtown benches

the Dogwood Fund



The Orange Peel

YWCA

The Public Service Building



The Laughing Seed

JACK SCHULMAN

53

BUYERS MARKET



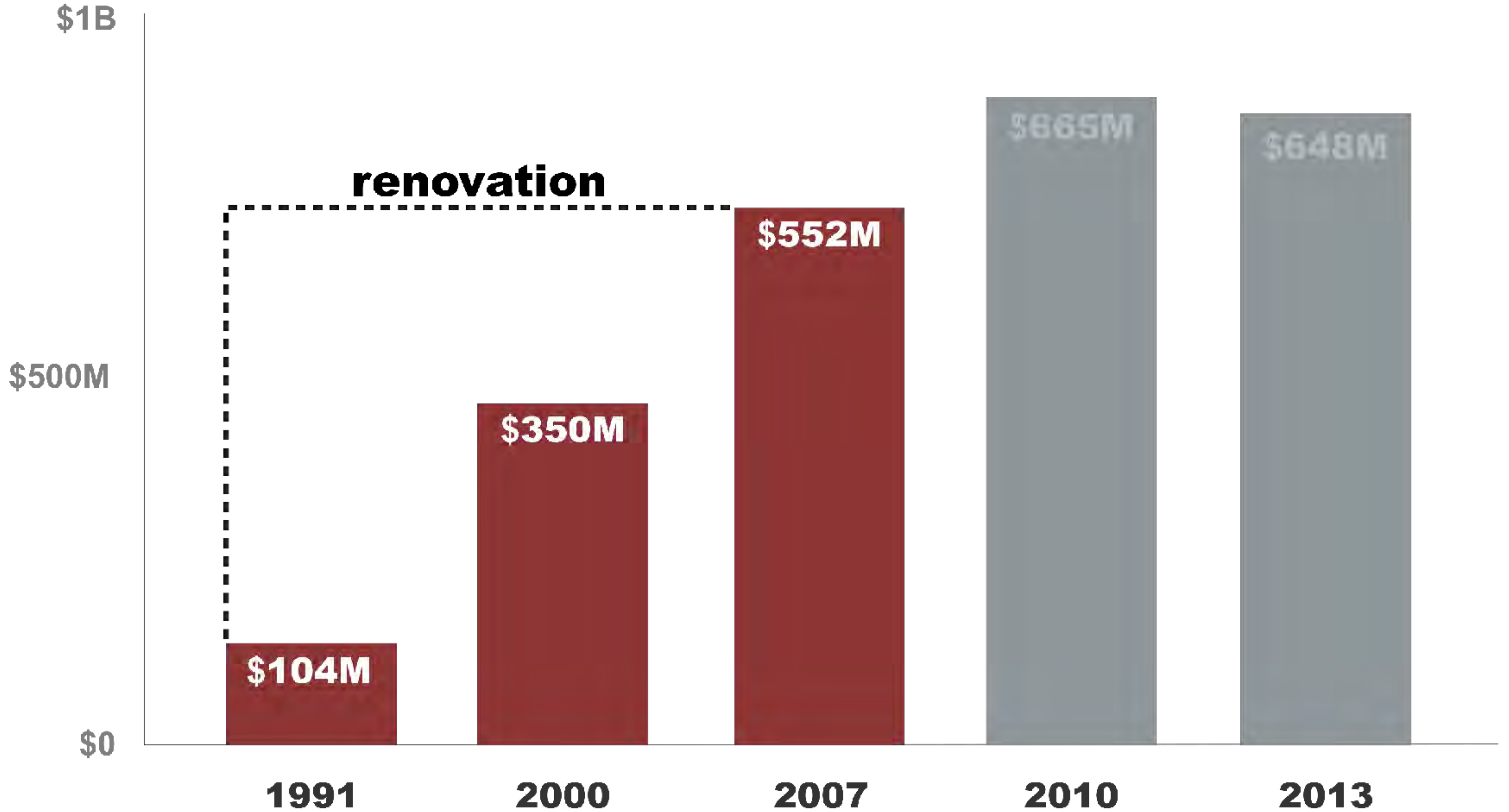


In God we trust;
everyone else,
bring data.

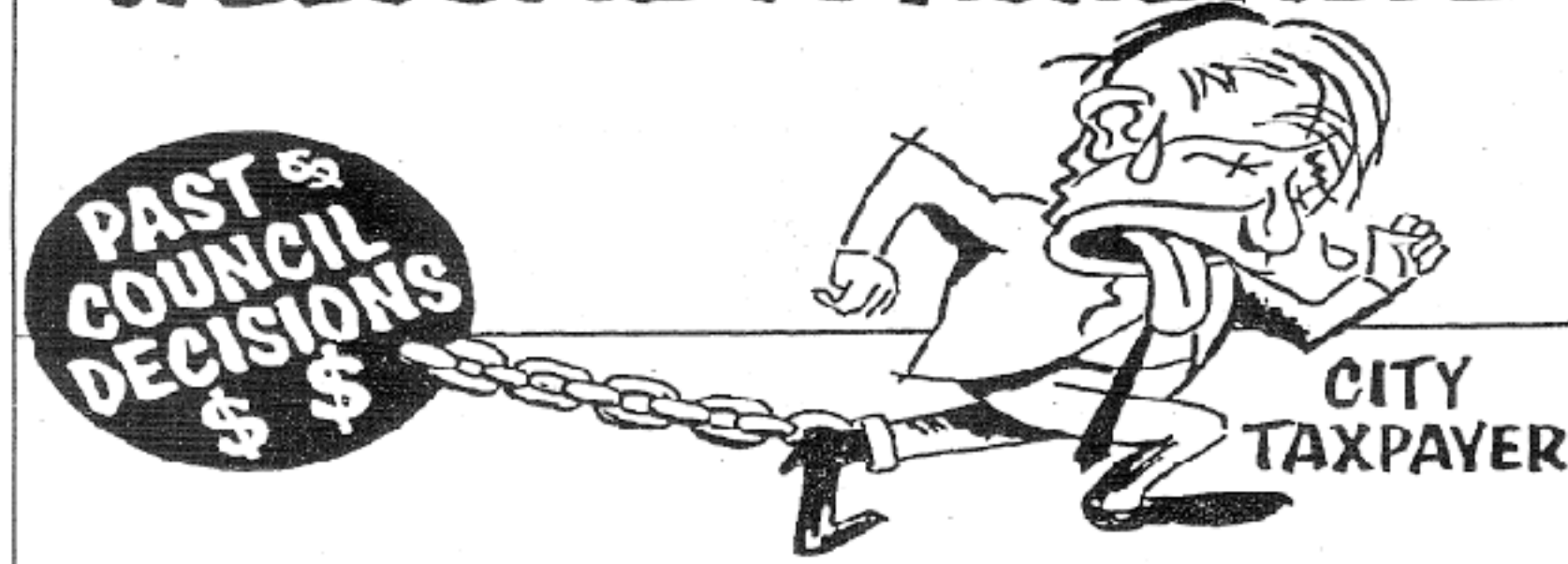
Mayor Michael Bloomberg



Asheville CBD Taxable Value



WELCOME TO ASHEVILLE



THE BURDENS OF POOR DECISIONS ARE BECOMING UNBEARABLE!

■ Parking Garages	4.5 Million & Climbing
■ Pack Square Projects	10.0 Million & Climbing
■ Wall Street Project	1.8 Million & Standing Empty
■ New Garage for Garbage Trucks	5 Million Plus
■ City Hall Beautification Project	4.8 Million
	26.1 Million & Climbing

In 1990 Asheville City taxes were raised over
2 Million Dollars
 to help pay for these projects for
Downtown Dignitaries.

These are just a few of the failed policy decisions supported by the Old Council. The taxpayers can no longer afford the policies of the 80's.

Here are your choices on November 5TH
You May Vote For Six

- | | |
|------------------------------------|------------------------------------|
| ■ Gene Ellison - 2 year Incumbent | ■ Bill Moore - 2 year Incumbent |
| ■ Chris Peterson - Fresh New Ideas | ■ Carr Swicegood - Fresh New Ideas |
| ■ Charles Worley - Fresh New Ideas | ■ Barbara Field - Fresh New Ideas |
| Norma Price - 14 years Incumbent | |

SHOW YOUR SUPPORT FOR A NEW CITY COUNCIL.
 DISPLAY THIS POSTER IN YOUR CAR, YOUR WINDOW, OR YOUR YARD.

PAID FOR BY: CITIZENS FOR A NEW CITY GOVERNMENT, DOROTHY F. WORLEY, TREASURER



BLUEPRINT OF CITY HALL

THE INCUMBENTS: WHY SHOULD WE VOTE AGAINST THEM?

The decade of the 80's was controlled by the incumbents
 Bratton, Frank, Price, and Michalove.

During their tenure, we have witnessed the following:

1. Personal income has decreased.
2. Property taxes are at an all time high. In 1990 these four council members voted for a 16% increase in personal property taxes.
3. In 1981 water was at the top of their list of priorities. In 1991 water remains at the top of their list.
4. Increased crime rate. Inadequate police protection due to massive annexation during the past 10 years.
5. Downtown development for bureaucrats instead of water, sewer, and streets for our citizens.
6. Fewer jobs for our residents. We have lost good sound industries such as Burlington, Sayles, Kellwood, Girmes and Stencil, not to mention 3000 jobs at Enka.
7. Enormous waste of city tax dollar and manpower within the fire department (i.e.: fire trucks being routed to fender benders, etc.).
8. Downtown parking fiasco. Millions of dollars wasted on unused parking decks.
9. Turmoil in the City School System. The only voice city residents have is through our vote for Asheville City Council.
10. Community favoritism. Certain communities have been ignored far too long while others have been given the royal treatment. This cannot be tolerated. All city areas are entitled to all city services.



VOTE OUT THE POLICY MAKERS OF THE 80'S.

THEY'VE BEEN IN CHARGE TOO LONG!



PAID FOR BY THE CITIZENS TO ELECT A NEW CITY GOVERNMENT

Asheville's de facto motto was:

“That will never work here - don't even try.”

**DON'T TRUST THIS GROUP
OF *LYING POLITICIANS!***

**THE GREAT RIVER GRAB HAS BEGUN!
DON'T BE FOOLED BY THESE *CHARLETANS!***

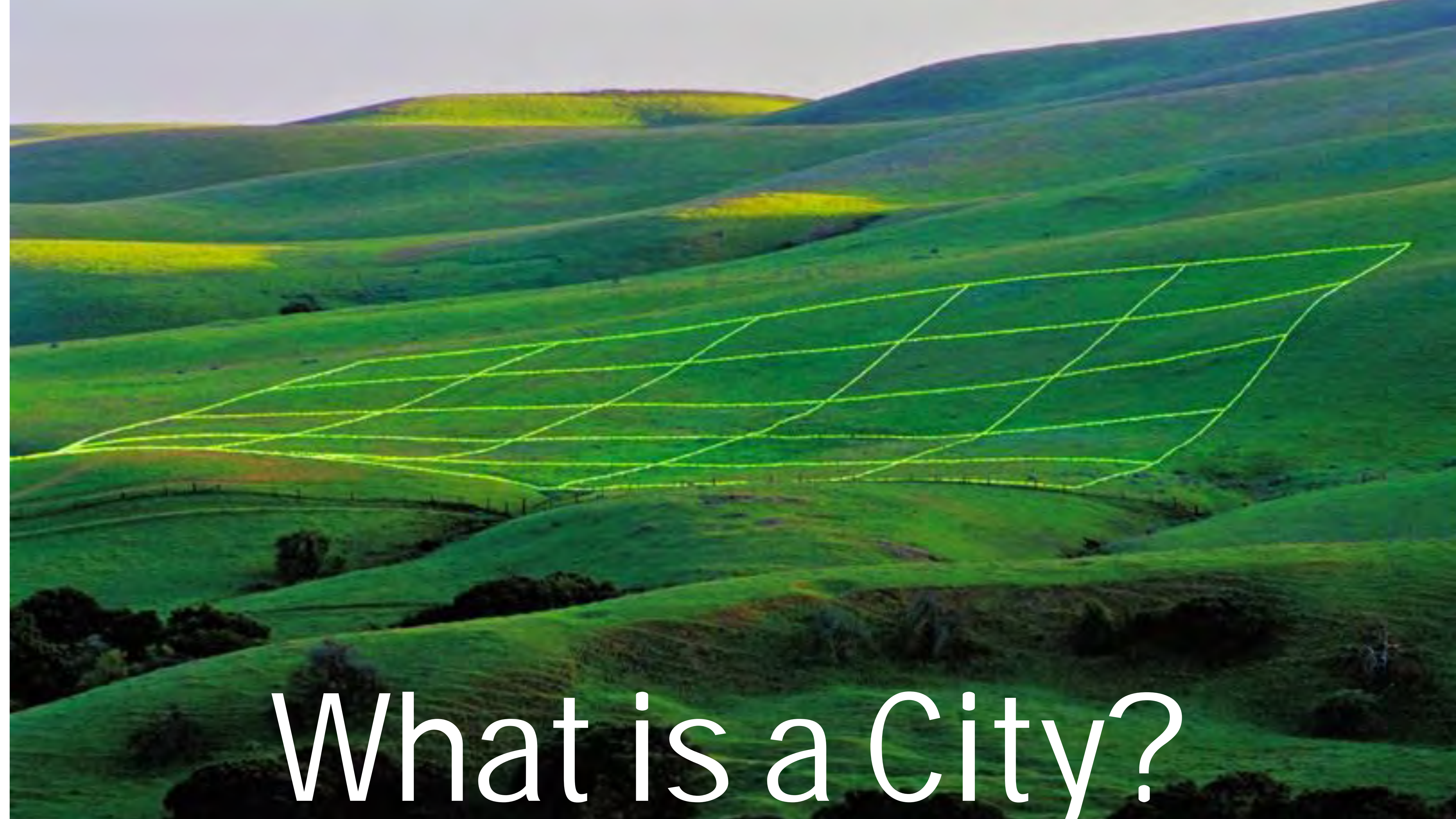
**THIS CORRUPT
GROUP NEEDS TO
RESIGN ALONG
WITH THEIR
AARRC RIVER
COMMITTEE**

**HELP US FIGHT!
AshevilleRiverGate.com**





What is a City?



What is a City?



Incorporate (in'kôrpə,rāt)

VERB

Constitute (a company, city, or other organization) as a legal corporation.

Source: Oxford Dictionary

A photograph of Joe Biden and Stephen Colbert on the set of the Late Show. Joe Biden is seated on the left, wearing a dark suit and a blue and white striped tie. Stephen Colbert is seated on the right, wearing a dark suit and glasses. They are both looking towards each other. The background is a cityscape at night with lights reflecting on water. A blue mug with the 'Late Show' logo is on the table in front of them.

“The United States
is the largest
corporation
in the world.”

Joe Biden

United States Vice President
Late Show: 12/6/2016

Asheville
is 6x >

Life is a game.
Money is how we keep score.
Ted Turner



Land Production





For 40 years this building remained vacant..... its tax value in 1991 was just over **\$300,000**



Today the building is valued at over **\$11,000,000** an increase of over **3500%** in **15 years**

The lot is less than **1/5 acre**



Asheville Walmart

Downtown



\$20,000,000 Tax Value



\$11,000,000 Tax Value

34

0.2

Land Consumed (acres)

\$6.5k

\$634k

Total Property Taxes/Acre

\$48k

\$84k

City Sales Taxes/Acre

0

90

Residents/Acre

6

74

Jobs/Acre



Wheat

\$20,000,000 Tax Value

Cannabis



\$11,000,000 Tax Value



Land Consumed (acres)

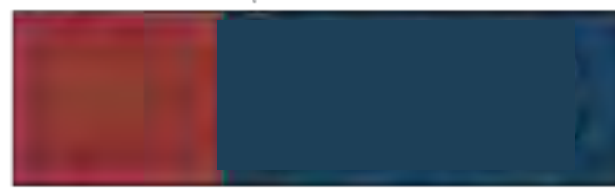
\$6.5k



\$634k

Total Property Taxes/Acre

\$48k



\$84k

City Sales Taxes/Acre

0



90

Residents/Acre

6



74

Jobs/Acre

International Association of Assessing Officers

80th International Conference

Sacramento, CA

August 26, 2014

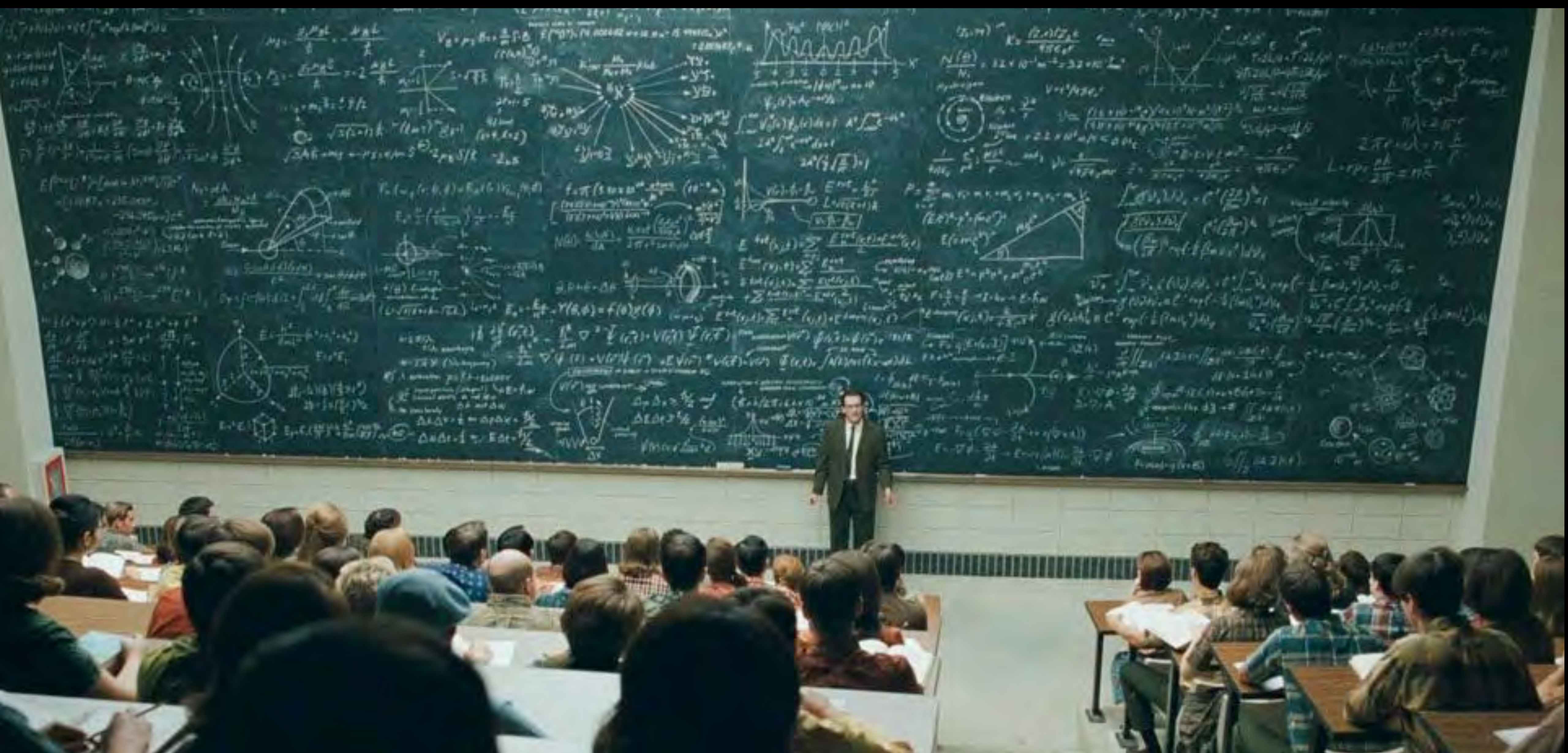


Charles Terrell, CMI
Director of Property Tax





Walmart = House Cat



Scary Math

How do you compare cars?



Ford F150 Lariat LTD
648 miles per tank



Toyota Prius
571 miles per tank



1955 BMW Isetta
245 miles per tank



Rolls-Royce Phantom Drophead
380 miles per tank



Bugatti Veyron SS
390 miles per tank

How do you compare cars?



Ford F150 Lariat LTD
13/18 mpg



Toyota Prius
51/48 mpg



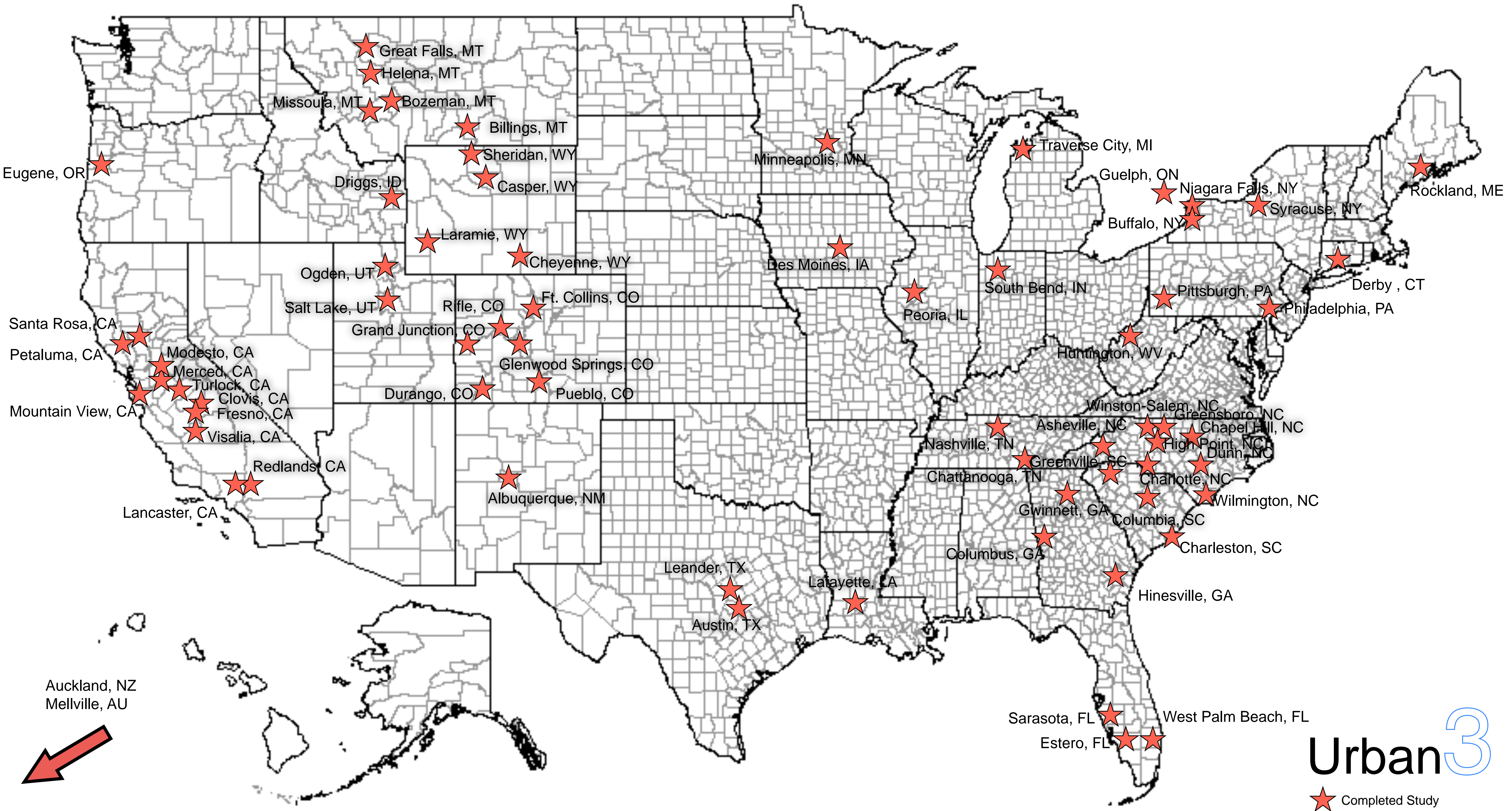
1955 BMW Isetta
50/70 mpg



Rolls-Royce Phantom Drophead
11/18 mpg



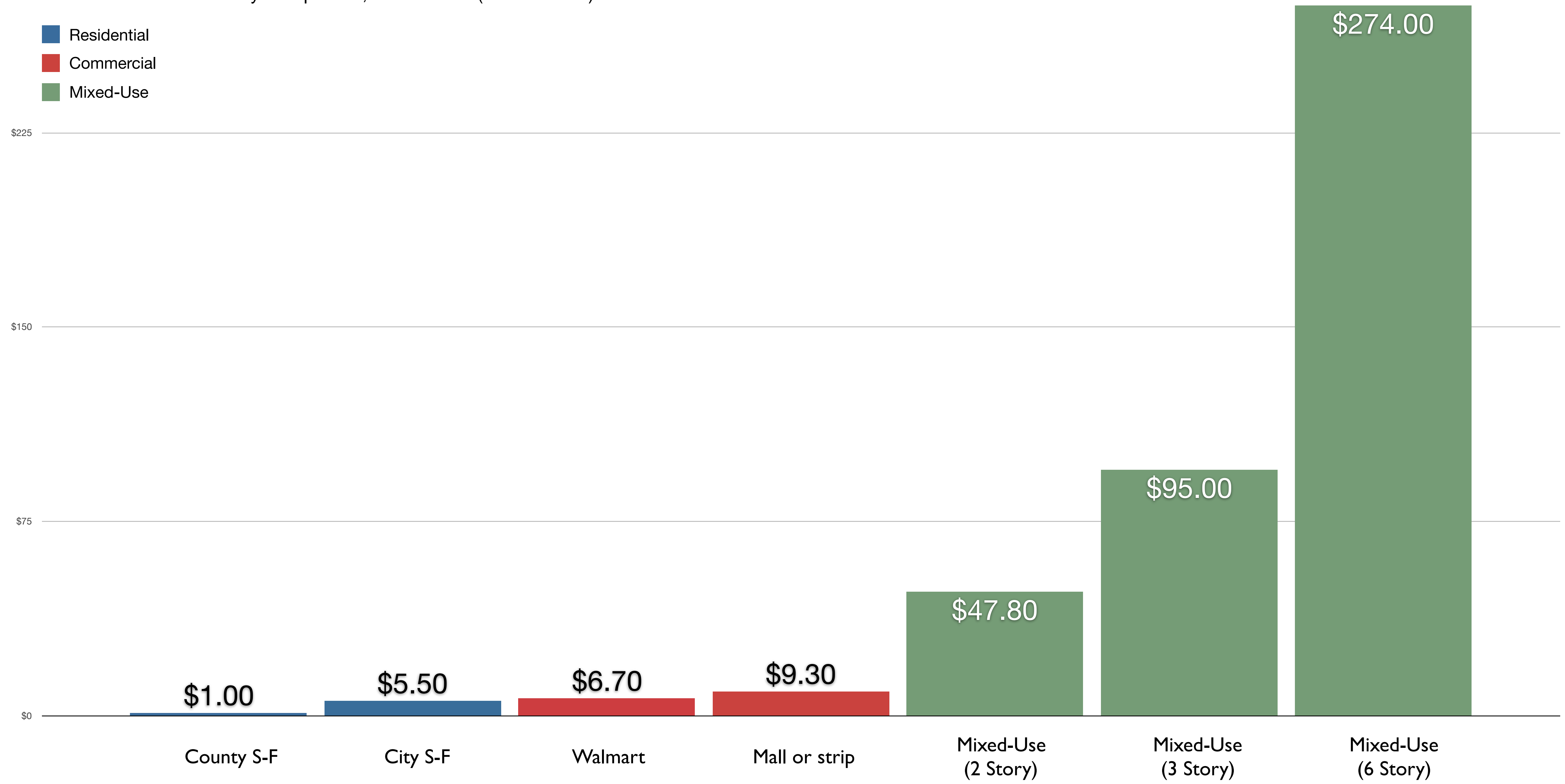
Bugatti Veyron SS
8/14 mpg



County Property Taxes/Acre

Ratio Difference of 60 City Sample Set, in 21 States (+ a Province)

- Residential
- Commercial
- Mixed-Use



Economic MRI



Mapping the Brain

Human Connectome Project

Fiber architecture of the brain.
Measured from diffusion spectral imaging (DSI).

-  up-down
-  left-right
-  anterior-posterior

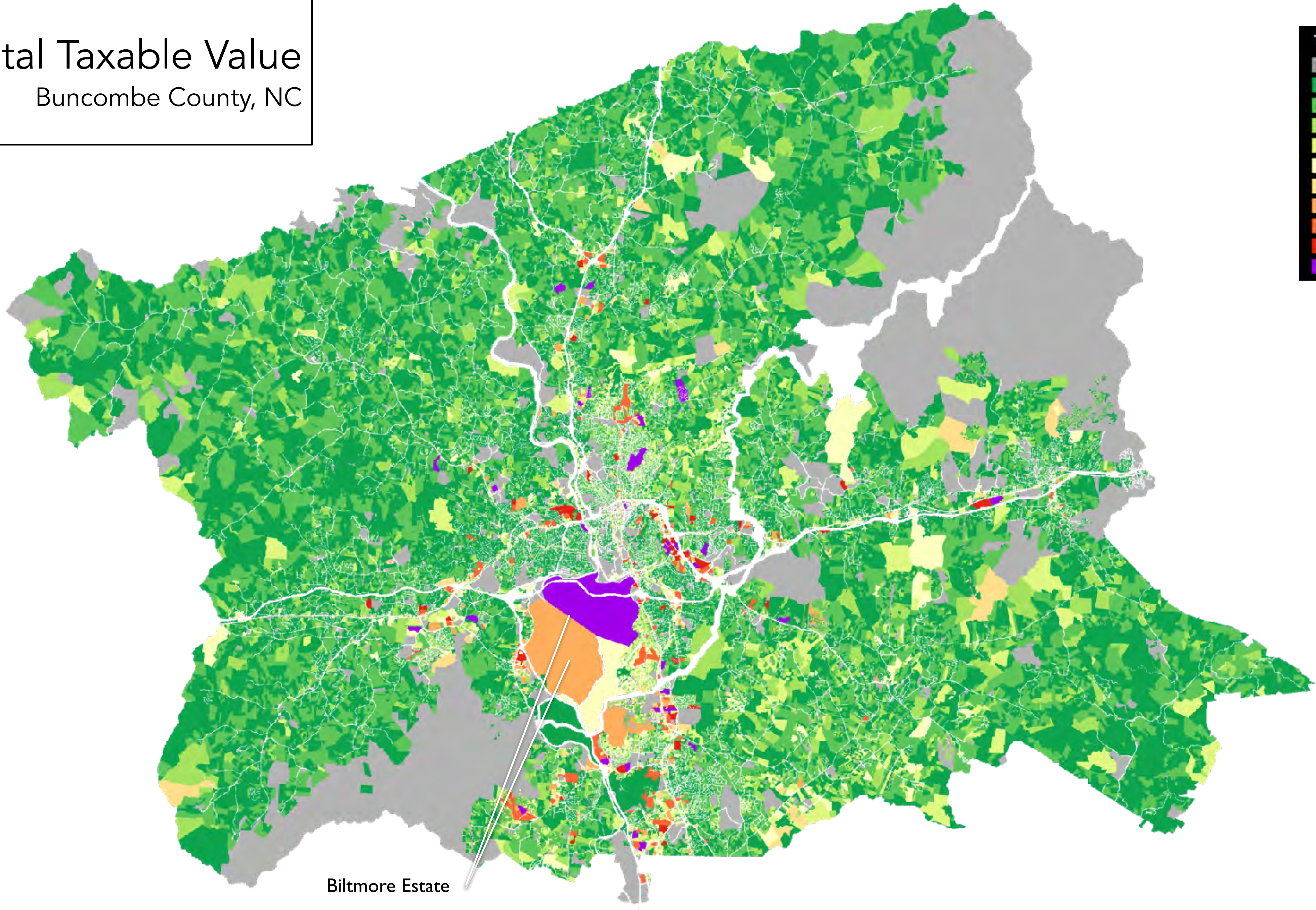
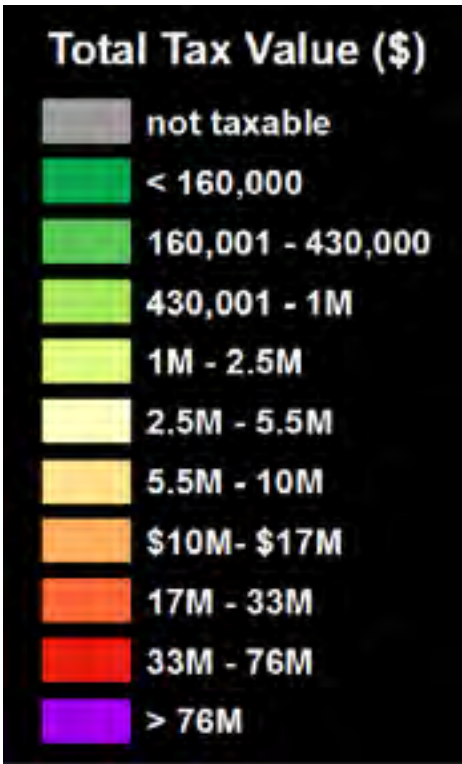


Case Study: Economic MRI®

Asheville, North Carolina

Total Taxable Value

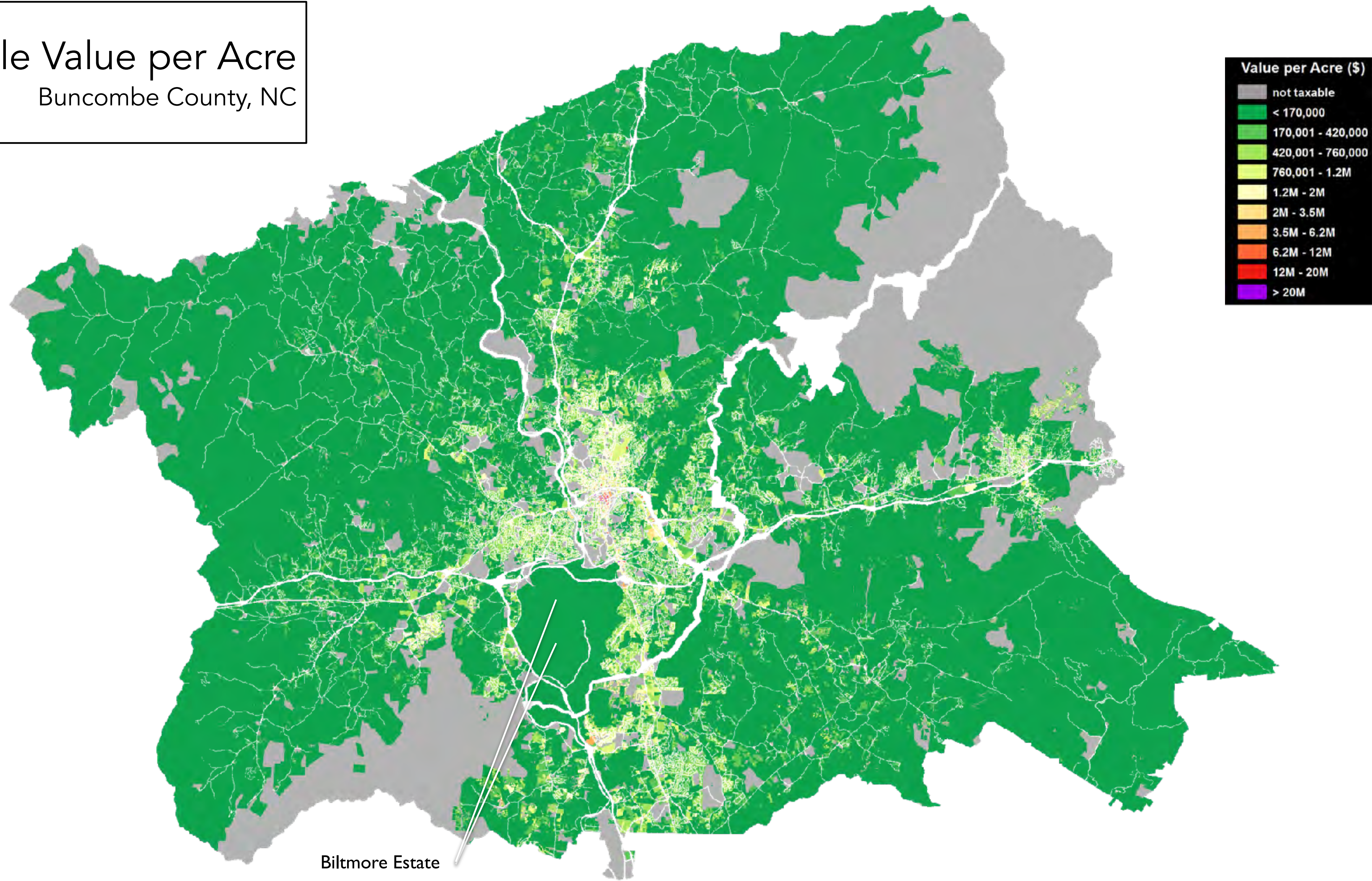
Buncombe County, NC



Biltmore Estate

Taxable Value per Acre

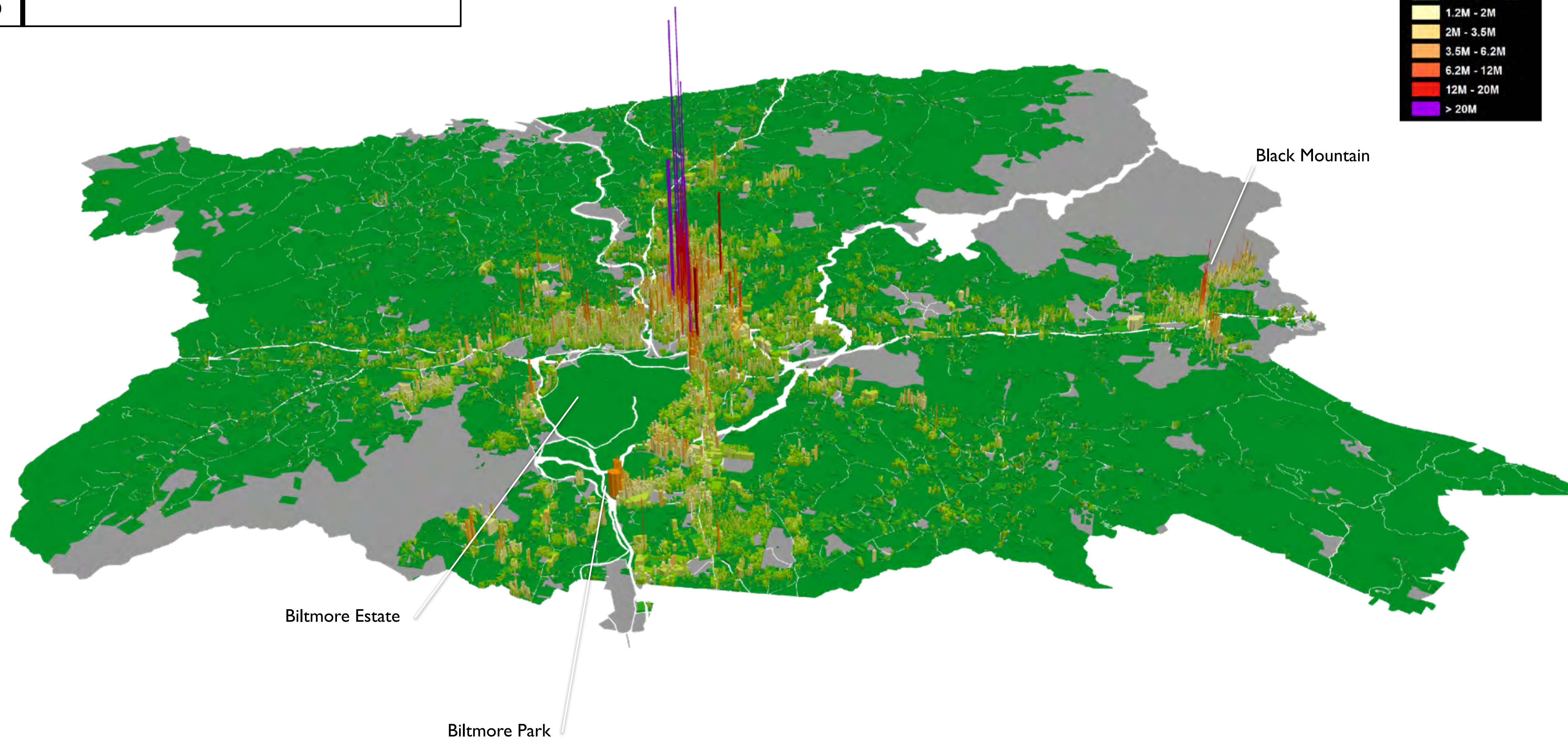
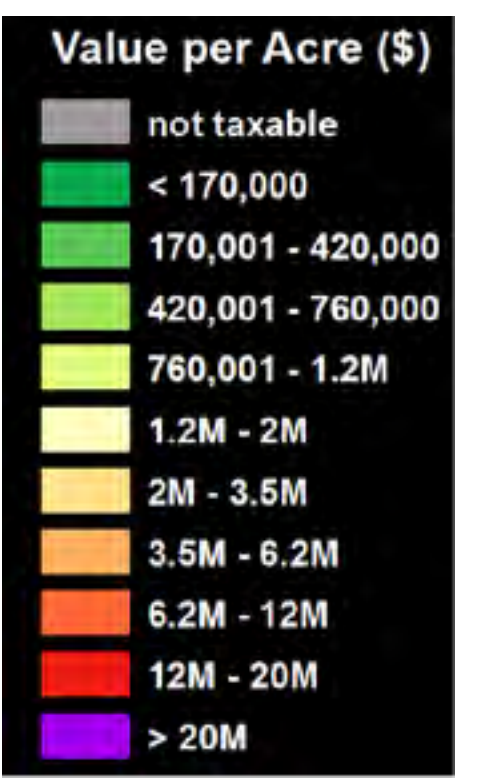
Buncombe County, NC



Biltmore Estate

Taxable Value per Acre

Buncombe County, NC



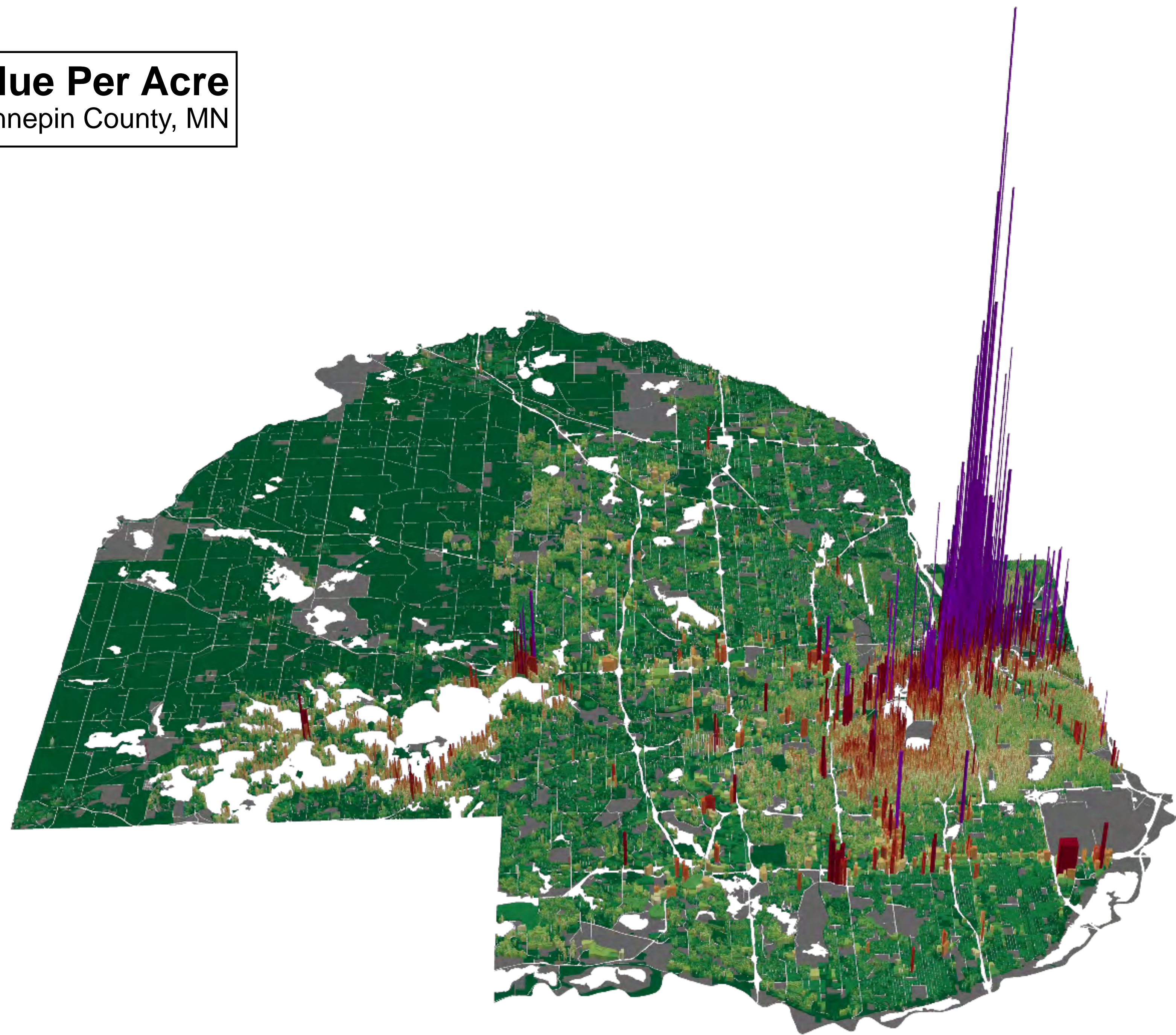


Case Study: Economic MRI®
2018

Minneapolis, Minnesota

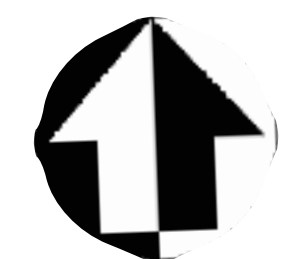
Value Per Acre

Hennepin County, MN



Tax Value Per Acre (\$)

0
< 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
2,000,001 - 2,500,000
2,500,001 - 3,000,000
3,000,001 - 4,000,000
4,000,001 - 6,000,000
6,000,001 - 8,000,000
8,000,001 - 12,000,000
12,000,001 - 24,000,000
> 24,000,001



133 N First Avenue

\$29,503,581 per acre



Hennepin County, MN
Valuation comparison

URBAN3

0.9 acres of 133 N First Ave
would equal the 7.0 acre IKEA



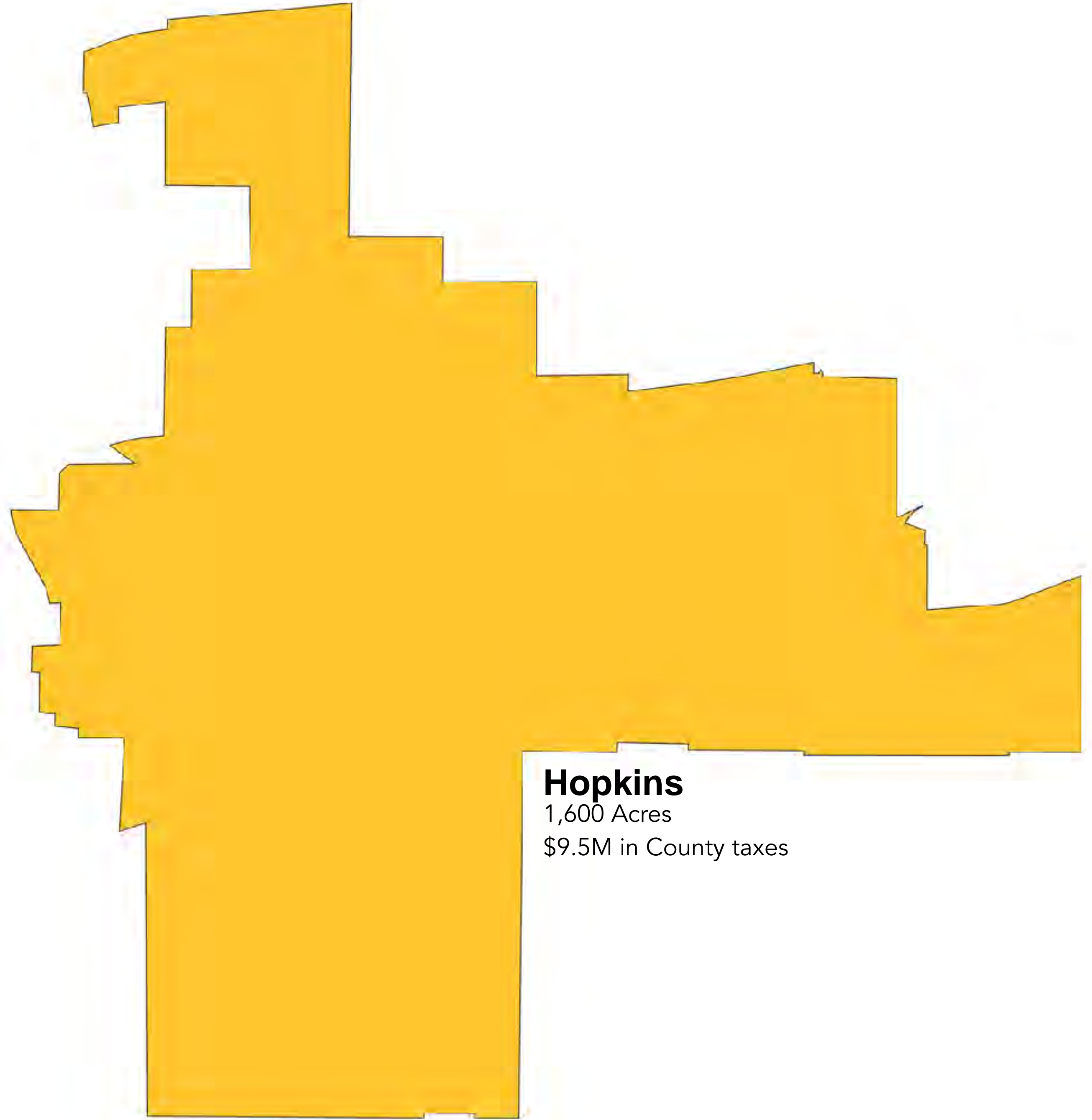
IKEA
\$1,847,654 per acre

Peak VPA

Minneapolis, MN



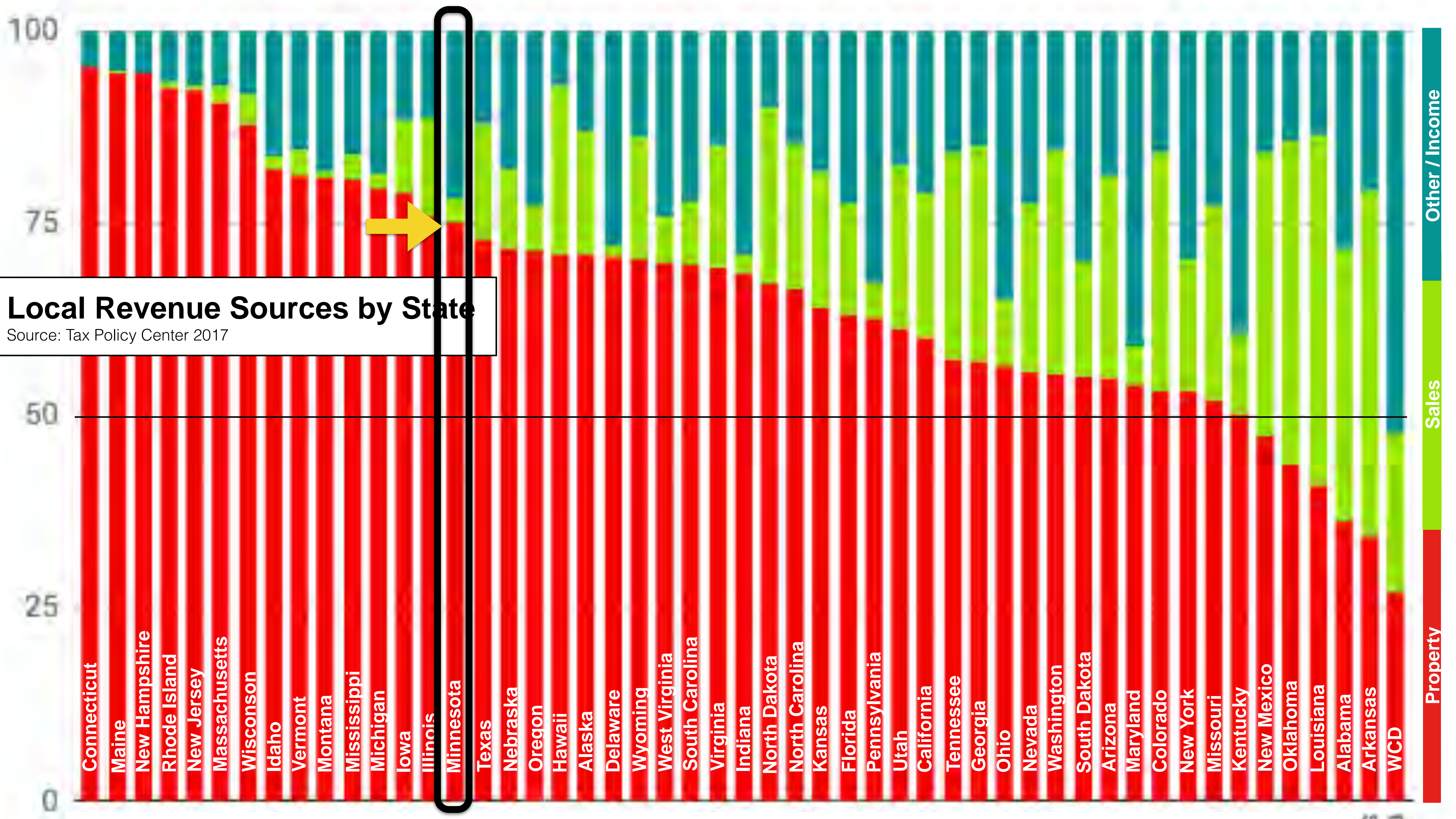
5 Buildings
 12 Acres
 \$9.5 M in County Taxes



Hopkins
 1,600 Acres
 \$9.5M in County taxes



RETAIL SALES





Downtown Minneapolis

Retail Tax per Acre
Twin Cities, MN

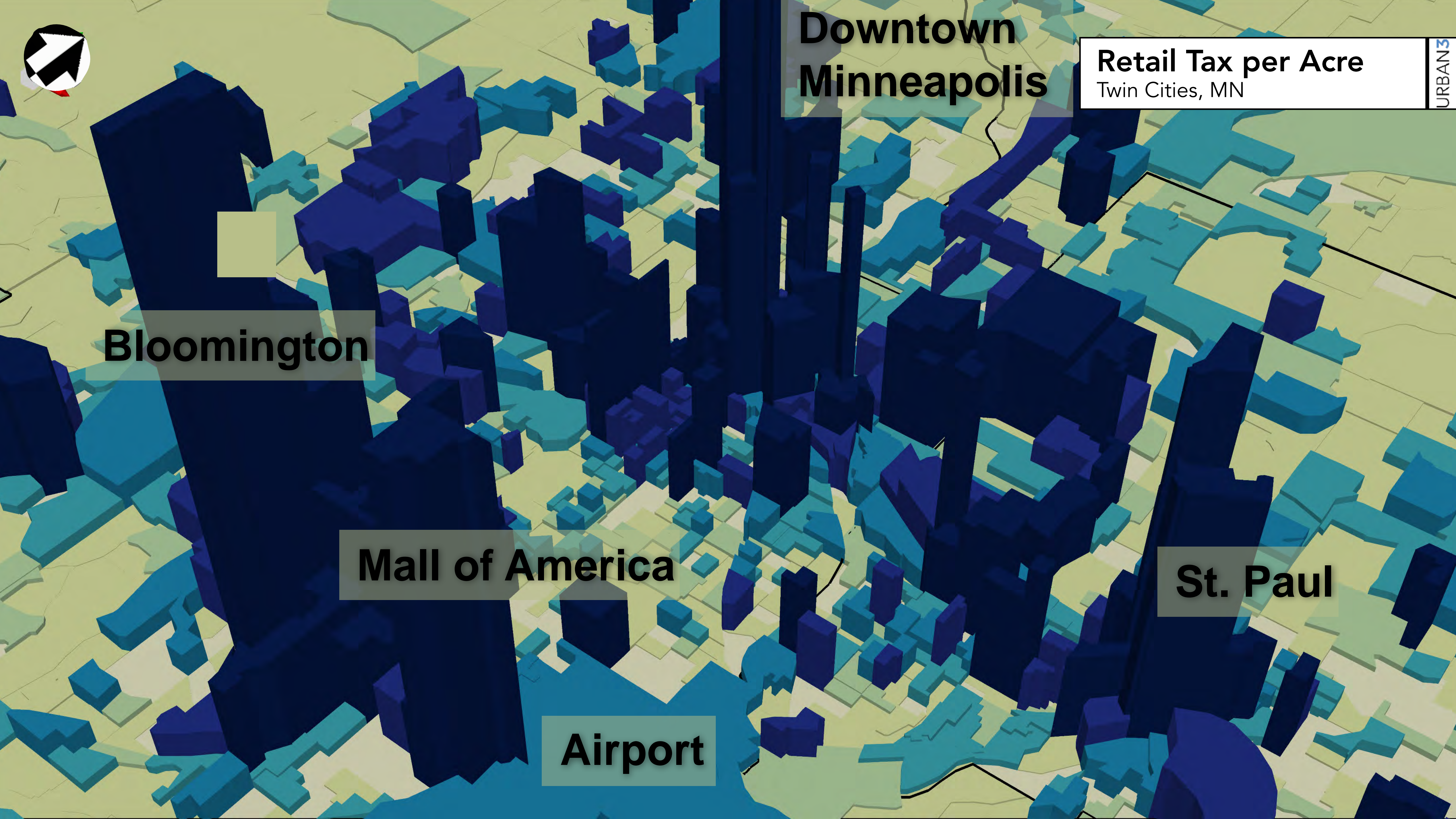
URBAN3

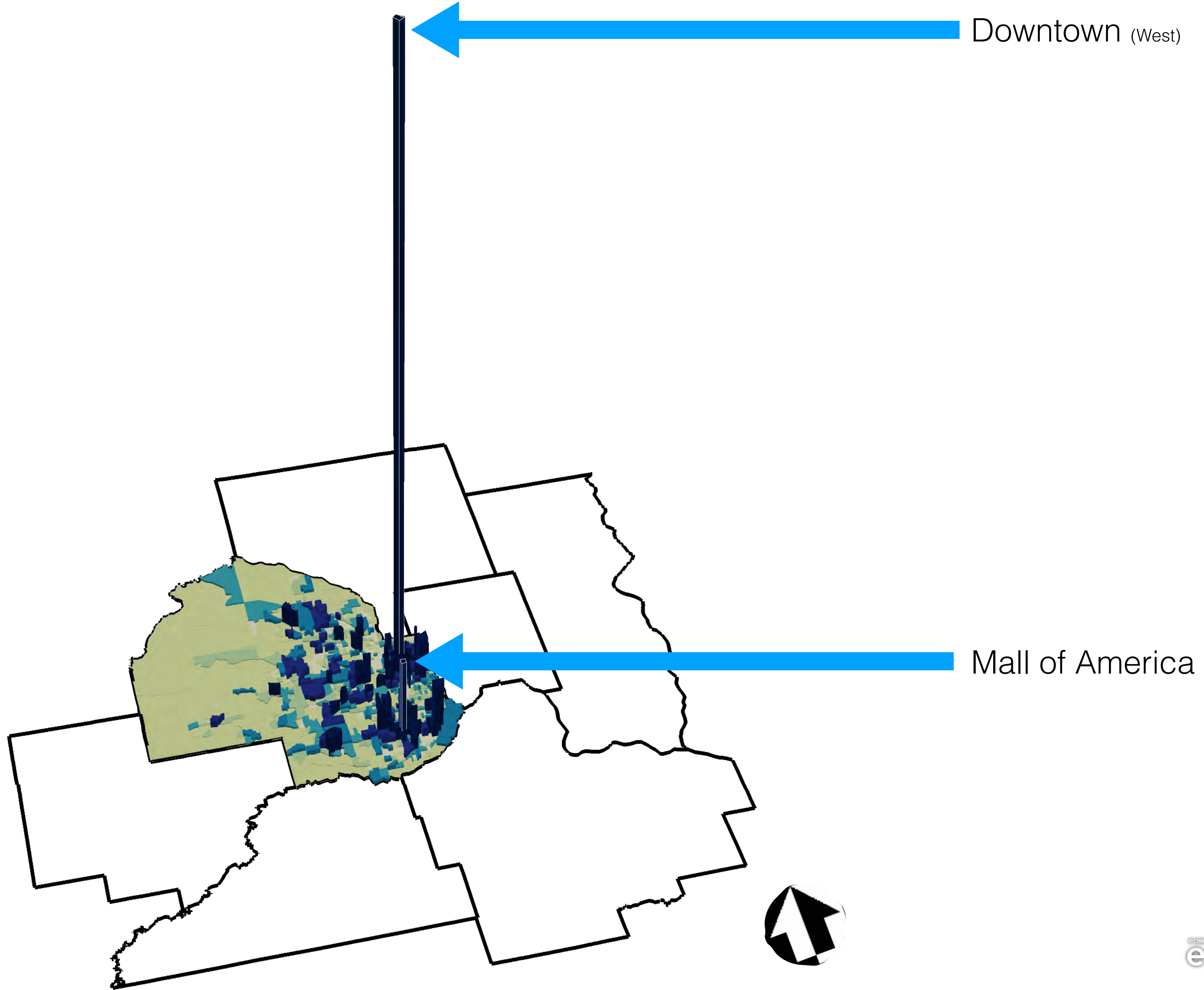
Bloomington

Mall of America

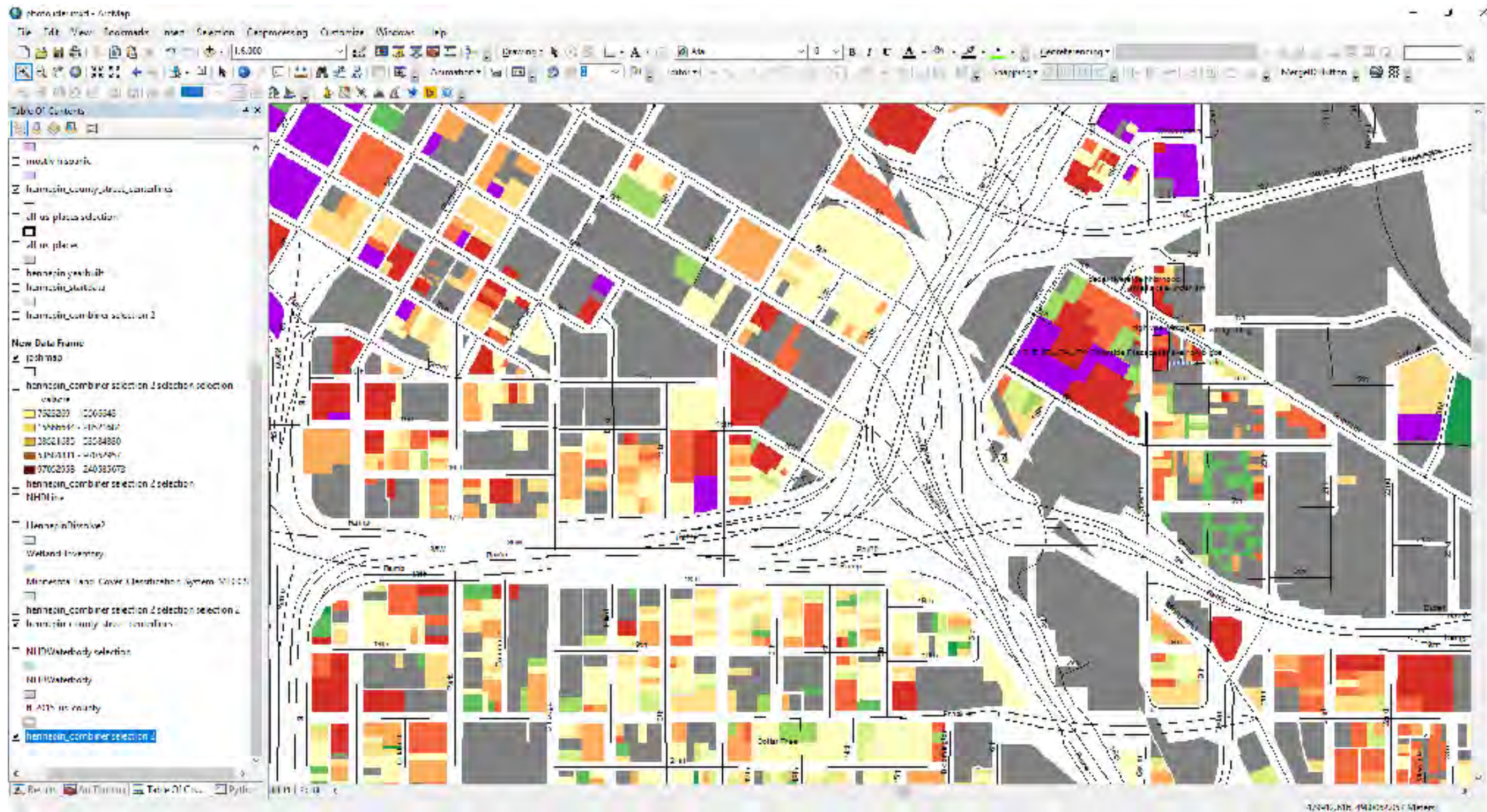
Airport

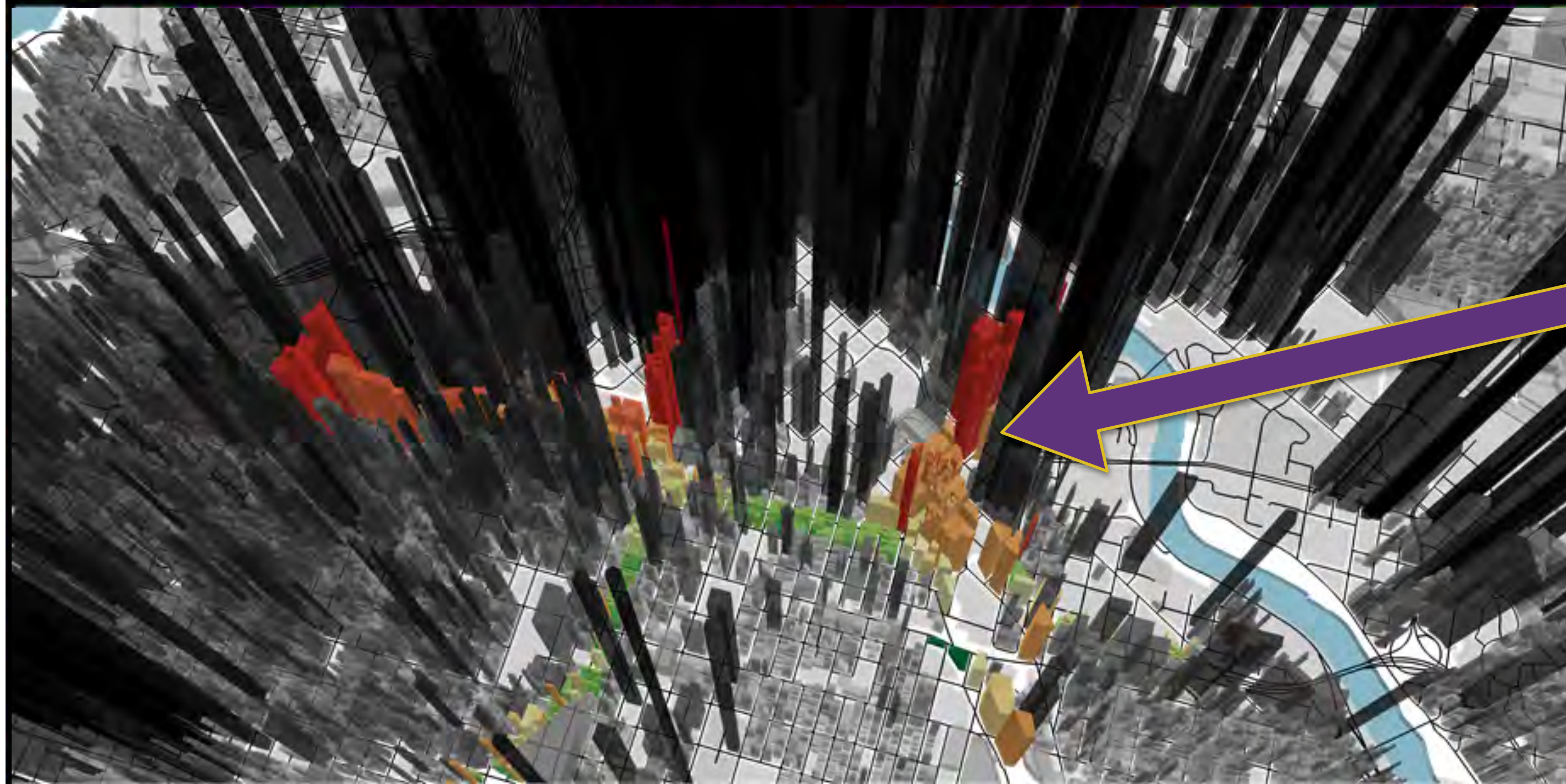
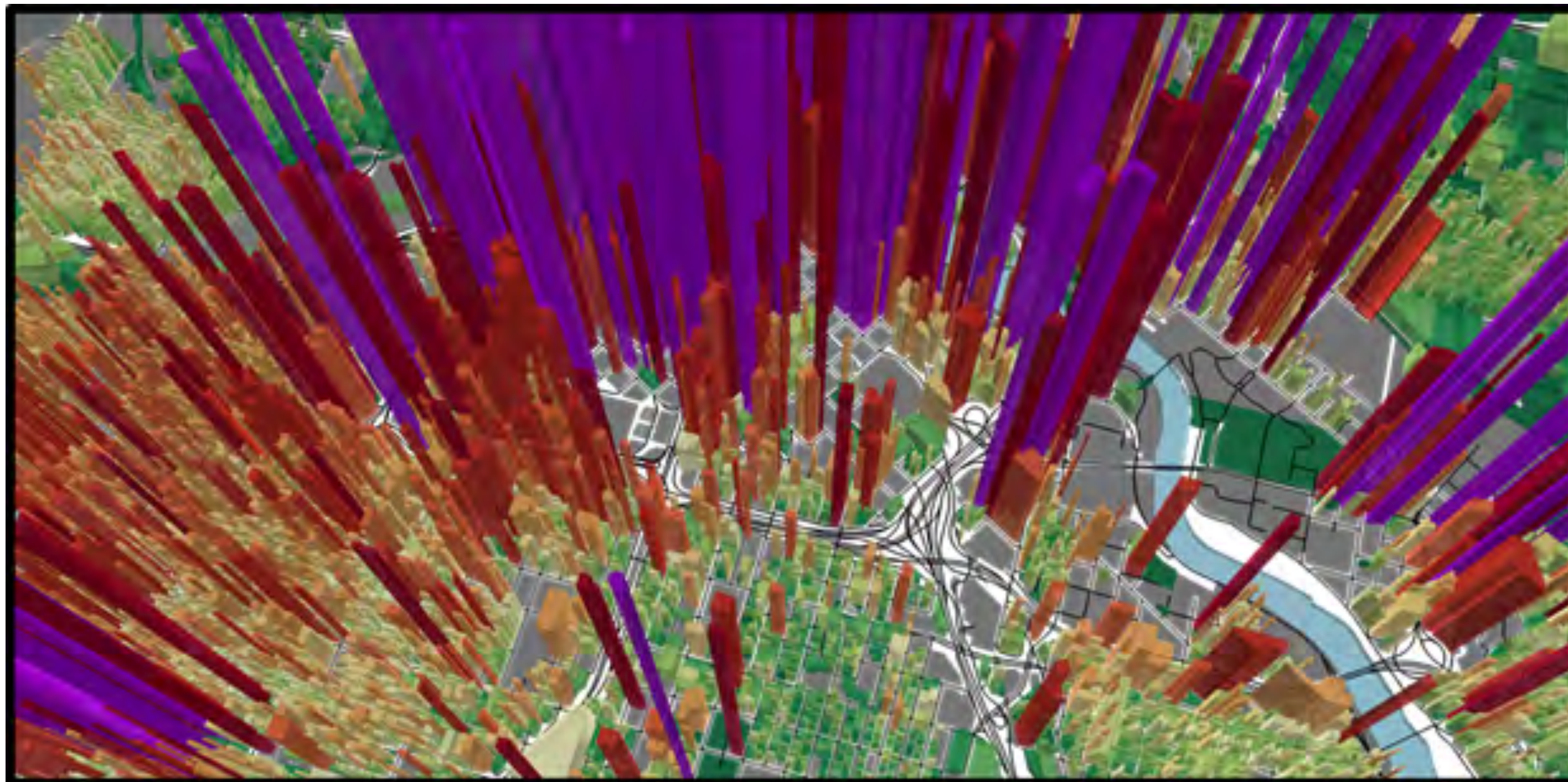
St. Paul





What Would This Property Have Been Worth?





Your Name: _____

Date: _____

Class: _____

SPOT THE DIFFERENCE!

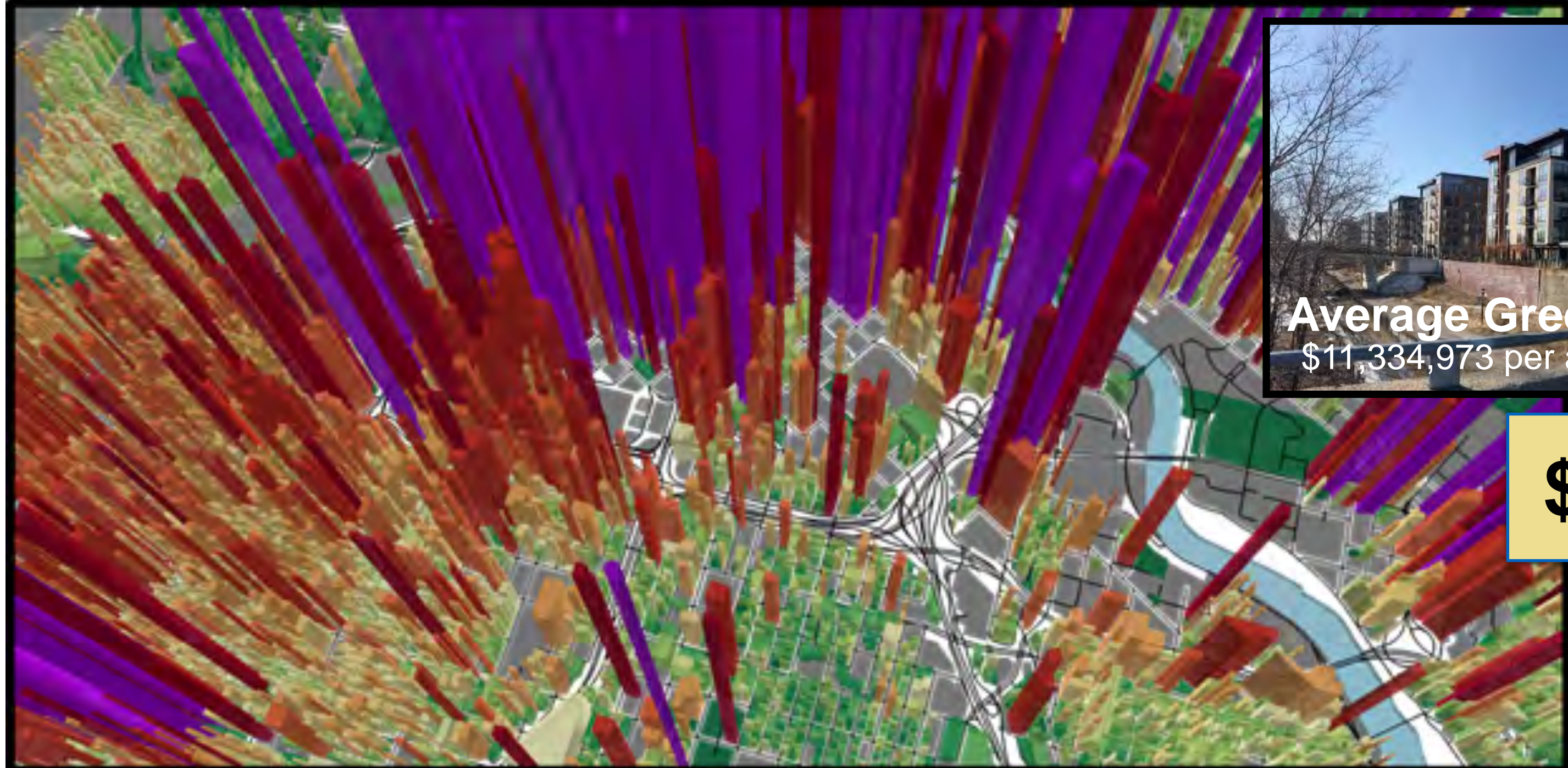
\$655 Million

Reproduced from the historic Sanborn Maps

160 Acres of Real Estate

7+ Lane Miles of Highways

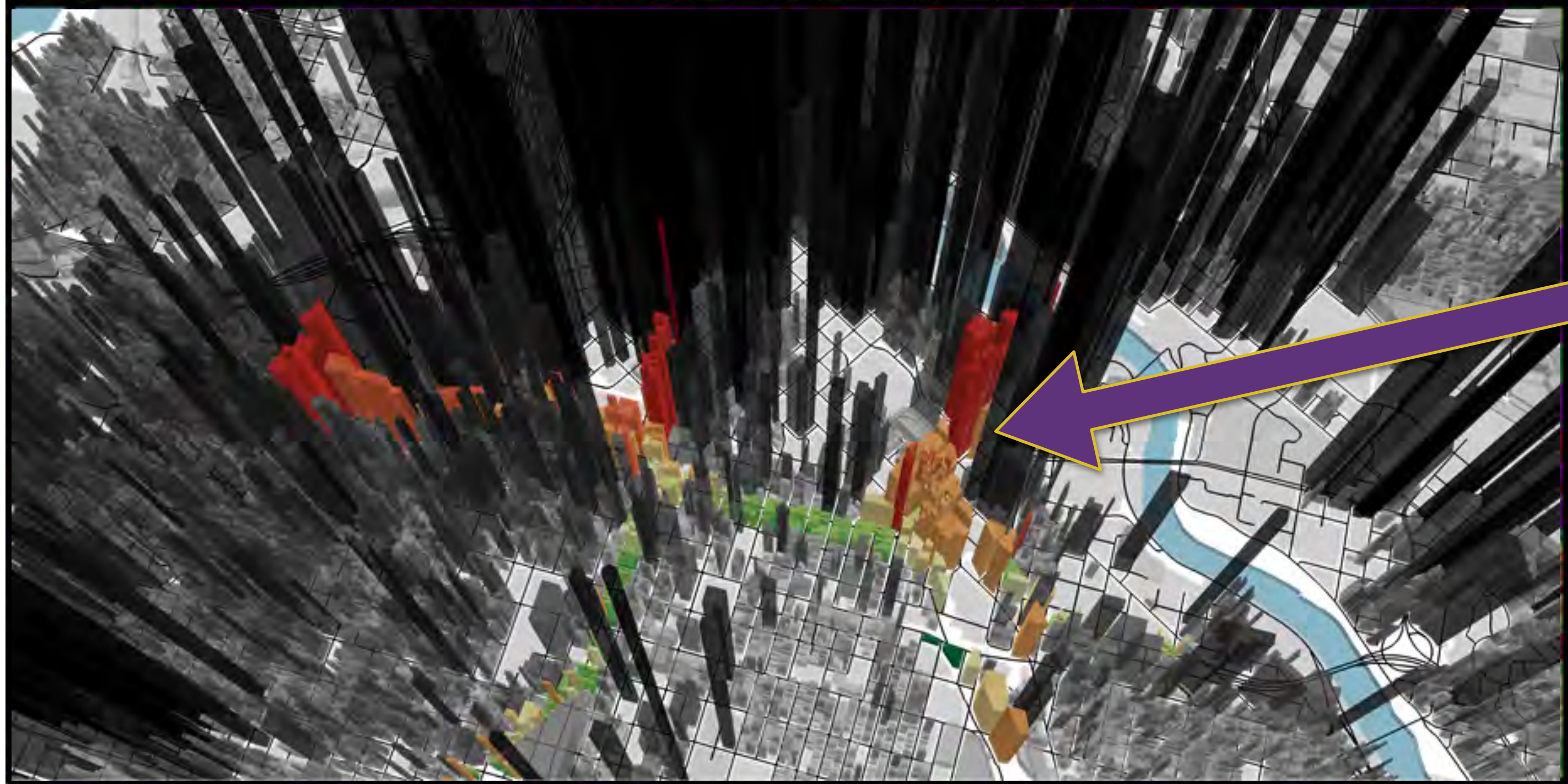
URBAN**3**



Average Greenway Infill Development
\$11,334,973 per acre

\$1.8 Billion

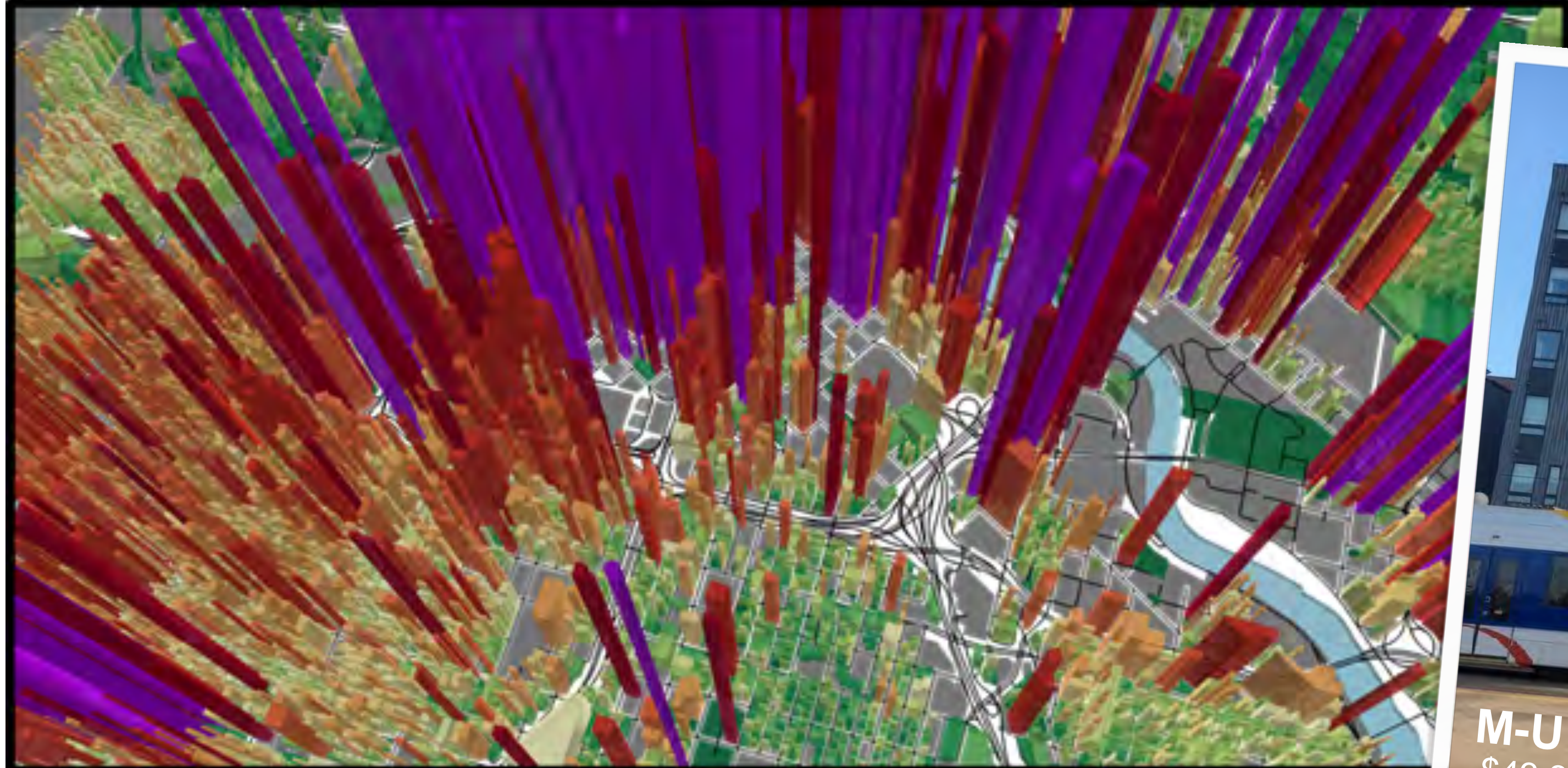
**NOT THE
DIFFERENCE!**



\$655 Million
Reproduced from the historic Sanborn Maps

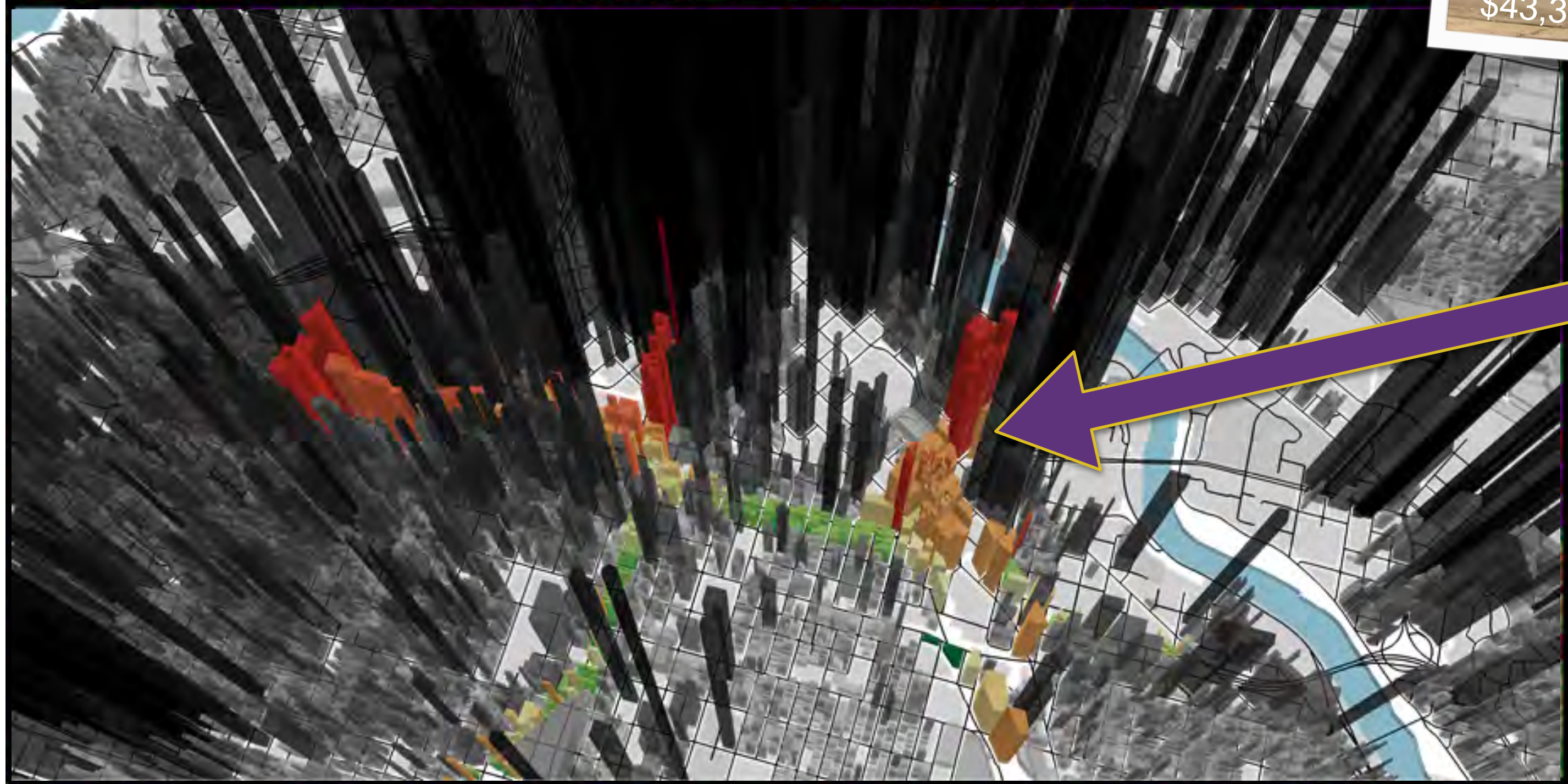
160 Acres of Real Estate
7+ Lane Miles of Highways

URBAN3



M-U Mid-rise
\$43,386,249 per acre

\$6.9 Billion



\$655 Million
Reproduced from the historic Sanborn Maps

160 Acres of Real Estate
7+ Lane Miles of Highways

URBAN3

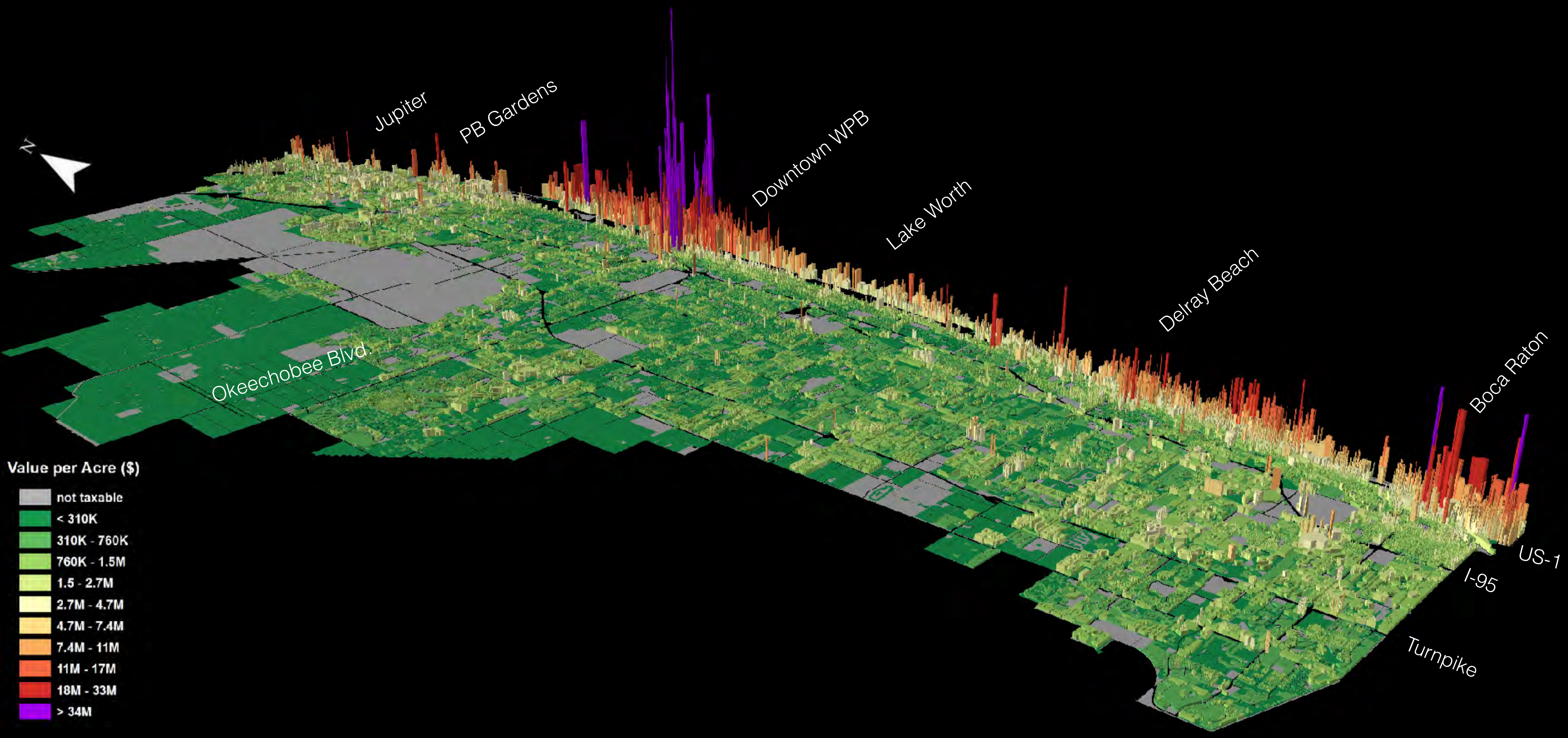


Case Study: Economic MRI®

West Palm Beach, Florida

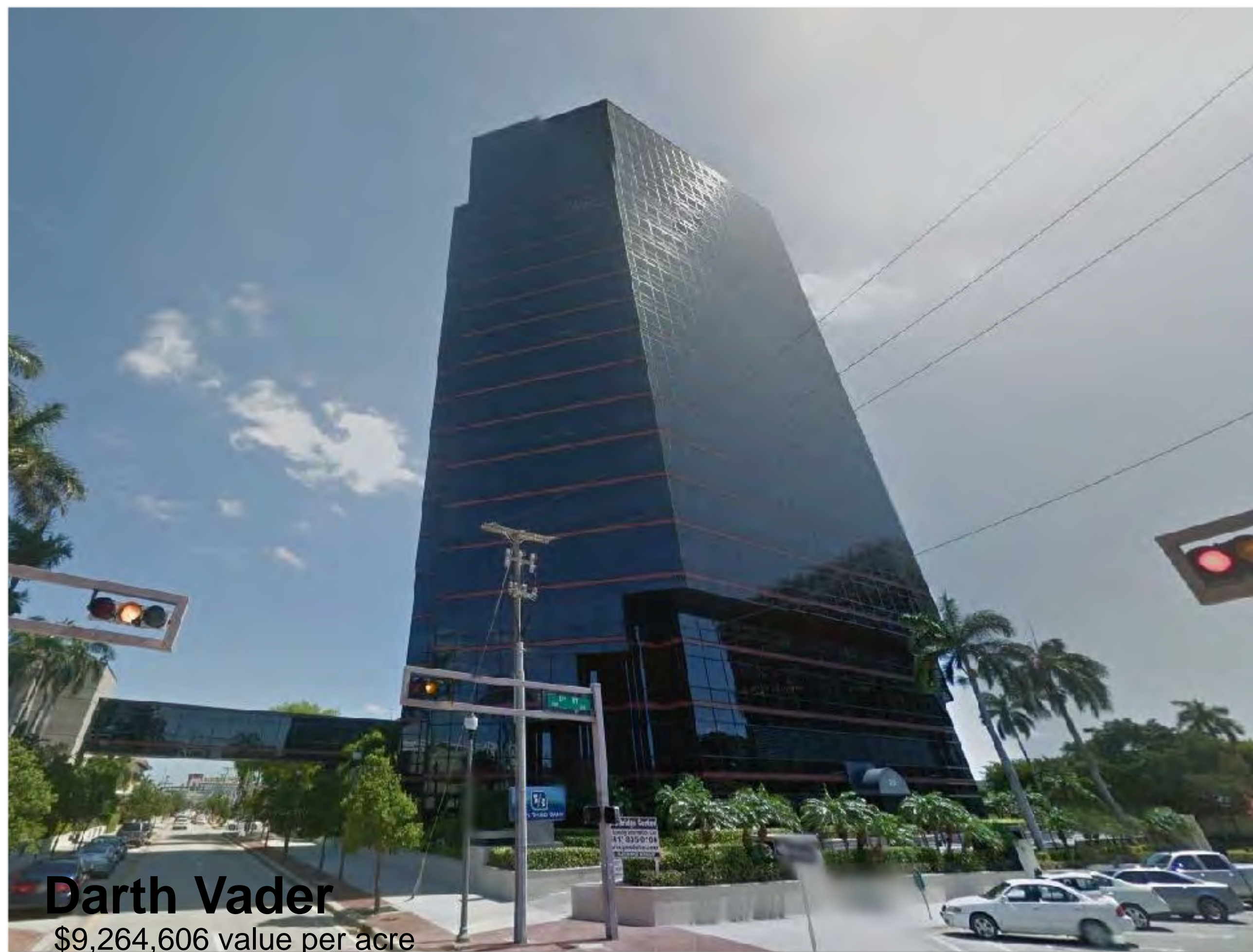
Taxable Value Per Acre

West Palm Beach, FL





Anthony Building
\$10,492,906 value per acre



Darth Vader
\$9,264,606 value per acre

2.3 acres of the Anthony Building
would equal the **2.6 acre** Darth Vader

Trump's Municipal Productivity

The Donald per Acre



Trump Plaza Towers (3.4)
\$29,602,278 value per acre



Mar-A-Lago (17.5)
\$1,064,929 value per acre



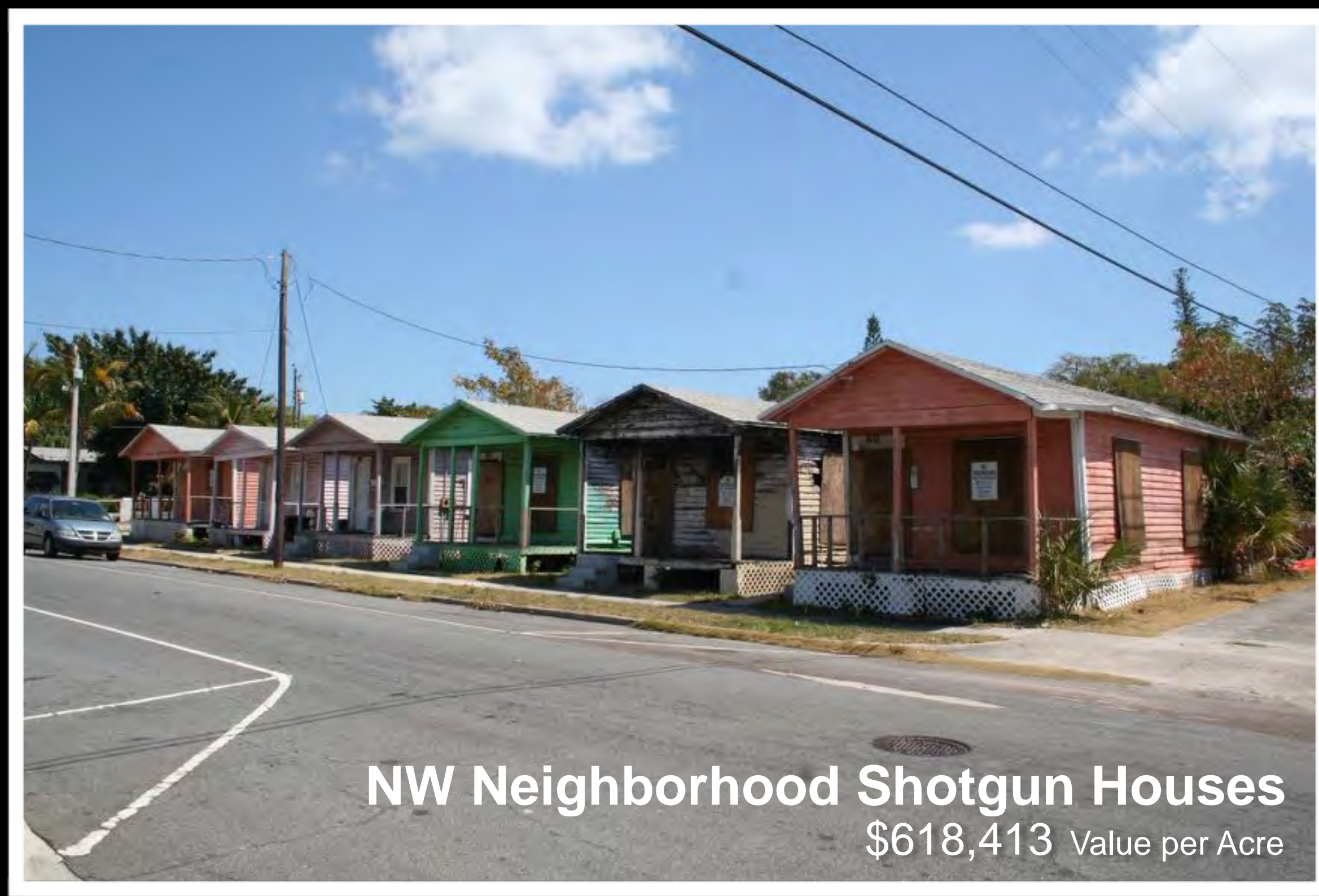
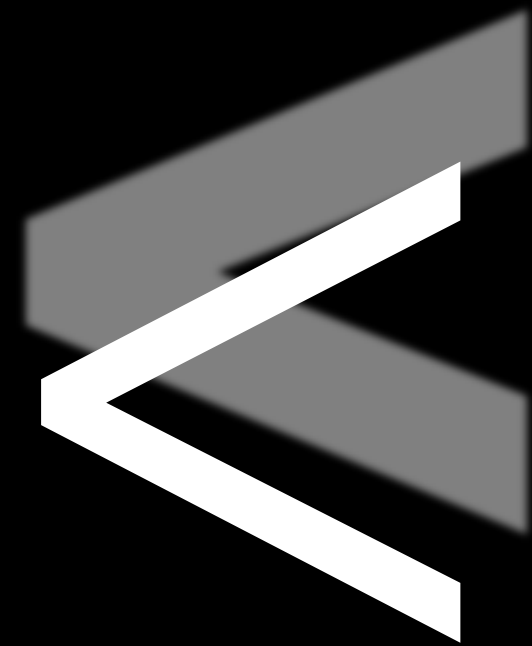
Trump International Golf Course (279)
\$0 value per acre



The Donald (\$119.6M on 300 acres)
\$399,338 value per acre

Trump's Municipal Productivity

The Donald per Acre

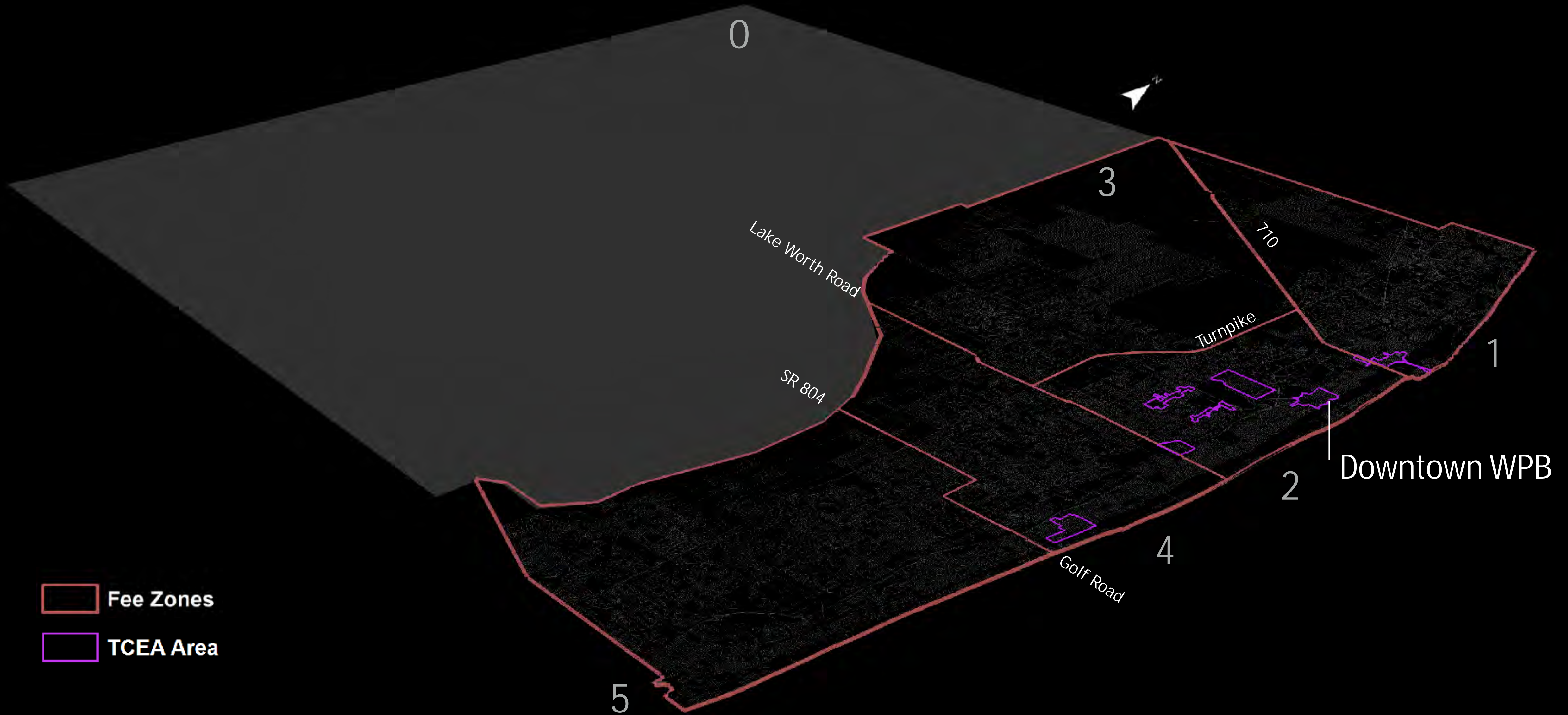


NW Neighborhood Shotgun Houses
\$618,413 Value per Acre

The Donald (\$119.6M on 300 acres)
\$399,338 value per acre

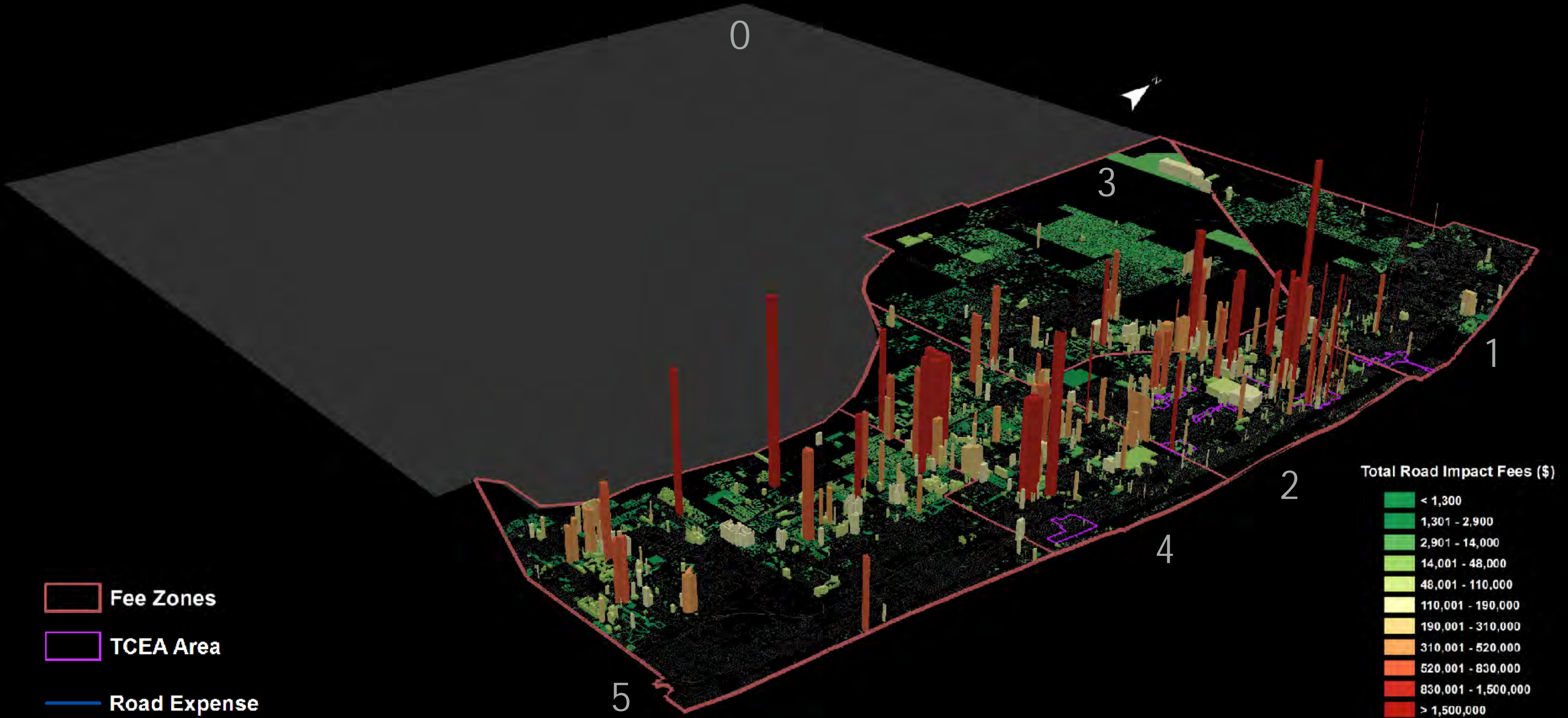


What is the cash flow?



Transportation Impact Fee Analysis

Fee Productivity and Project Expense Map (2004-14)



- Fee Zones
- TCEA Area
- Road Expense

Total Road Impact Fees (\$)

	< 1,300
	1,301 - 2,900
	2,901 - 14,000
	14,001 - 48,000
	48,001 - 110,000
	110,001 - 190,000
	190,001 - 310,000
	310,001 - 520,000
	520,001 - 830,000
	830,001 - 1,500,000
	> 1,500,000

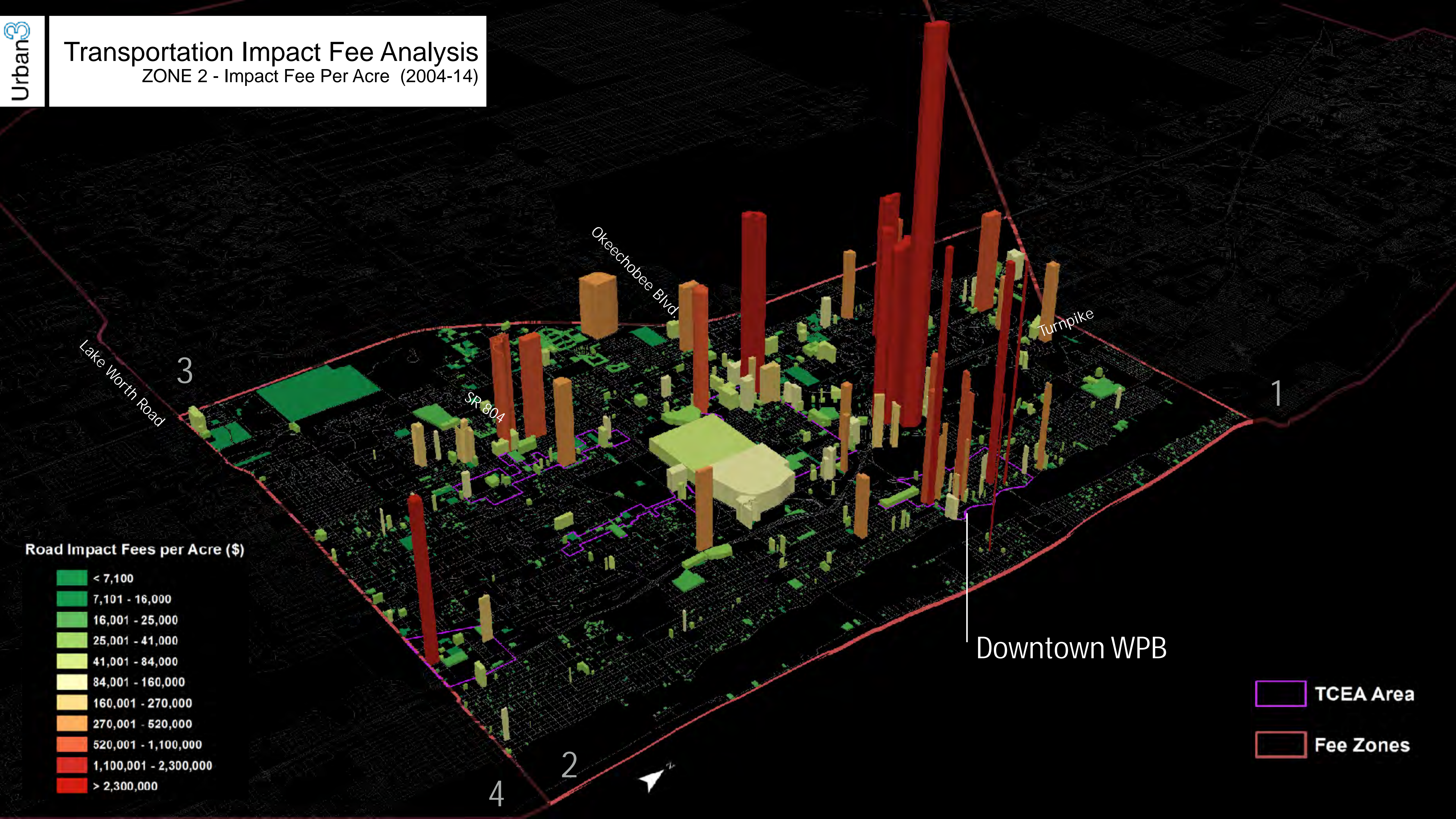


Road Impact Fees per Acre (\$)

■	< 7,100
■	7,101 - 16,000
■	16,001 - 25,000
■	25,001 - 41,000
■	41,001 - 84,000
■	84,001 - 160,000
■	160,001 - 270,000
■	270,001 - 520,000
■	520,001 - 1,100,000
■	1,100,001 - 2,300,000
■	> 2,300,000

□	TCEA Area
□	Fee Zones
—	Road Expense

Downtown WPB



Road Impact Fees per Acre (\$)

< 7,100
7,101 - 16,000
16,001 - 25,000
25,001 - 41,000
41,001 - 84,000
84,001 - 160,000
160,001 - 270,000
270,001 - 520,000
520,001 - 1,100,000
1,100,001 - 2,300,000
> 2,300,000

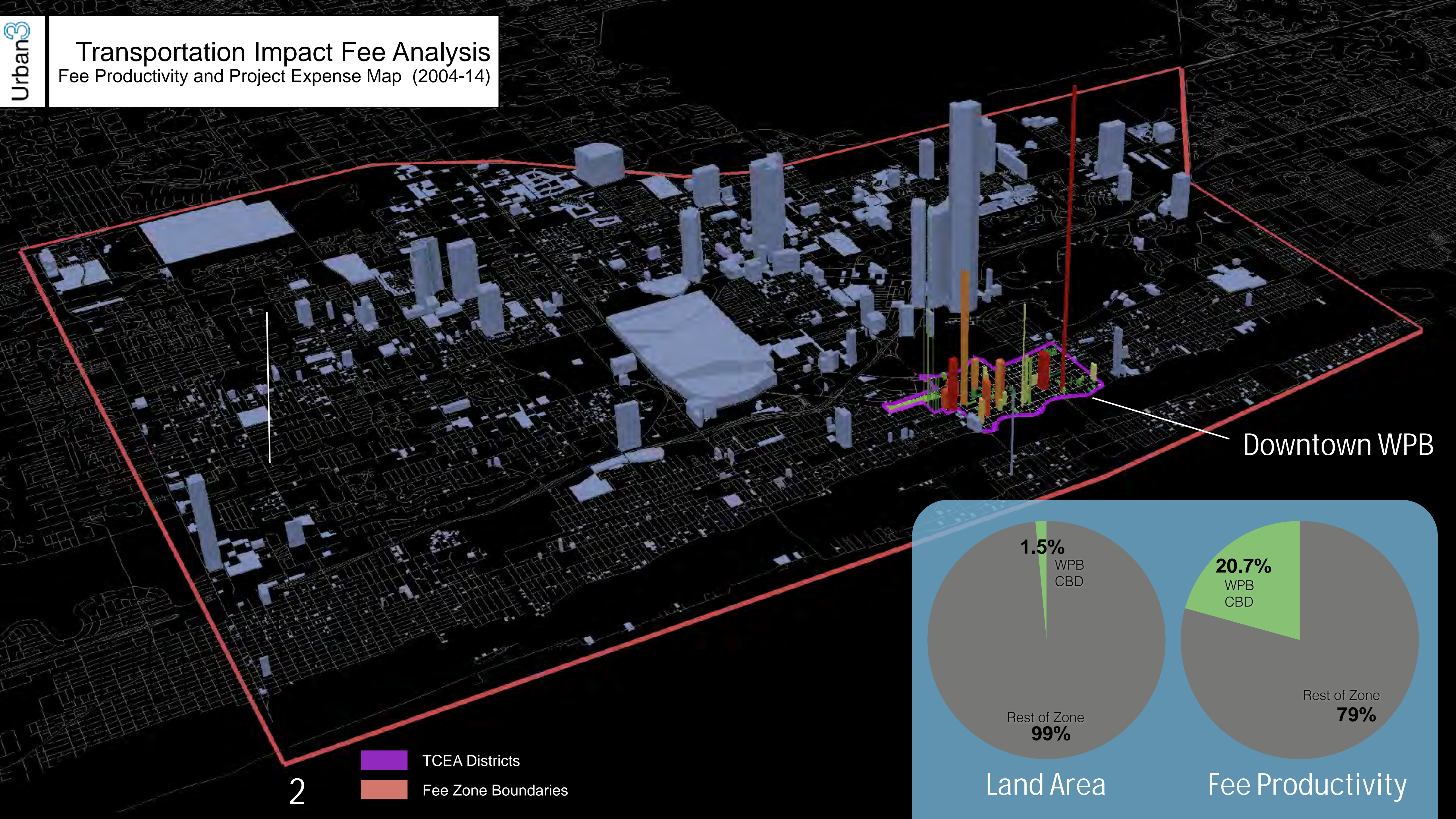
 TCEA Area
 Fee Zones

Downtown WPB




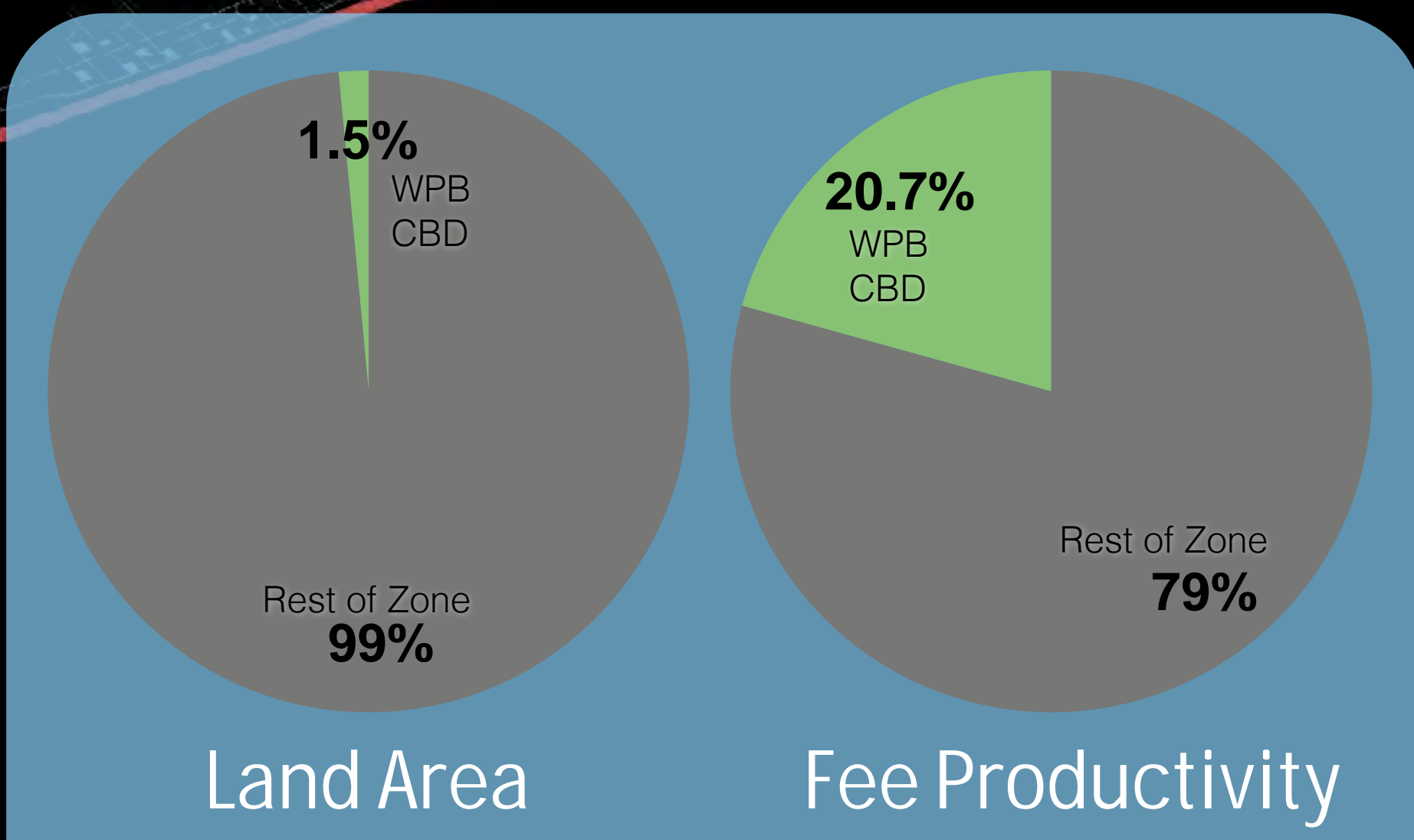
Transportation Impact Fee Analysis

Fee Productivity and Project Expense Map (2004-14)



Downtown WPB

 TCEA Districts
 Fee Zone Boundaries



Land Area

Fee Productivity

Total Road Impact Fees (\$)

- < 1,300
- 1,301 - 2,900
- 2,901 - 14,000
- 14,001 - 48,000
- 48,001 - 110,000
- 110,001 - 190,000
- 190,001 - 310,000
- 310,001 - 520,000
- 520,001 - 830,000
- 830,001 - 1,500,000
- > 1,500,000

TCEA Area

— Road Expense



Downtown WPB

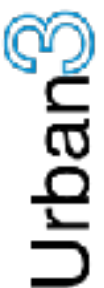


TCEA Area



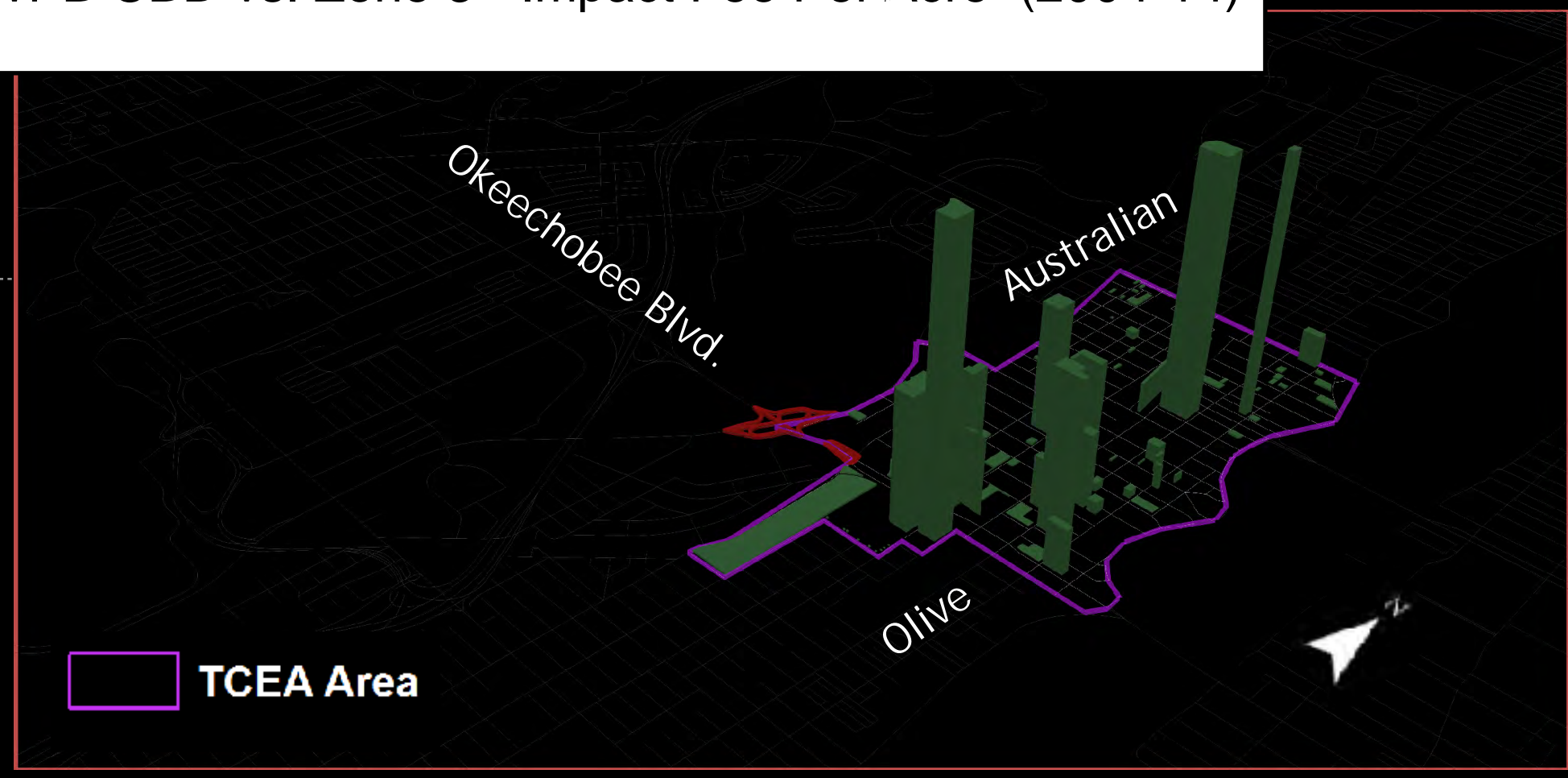
\$48,872,856

Transportation Impact Fee Analysis
Fee Productivity and Project Expense Map (2004-14)

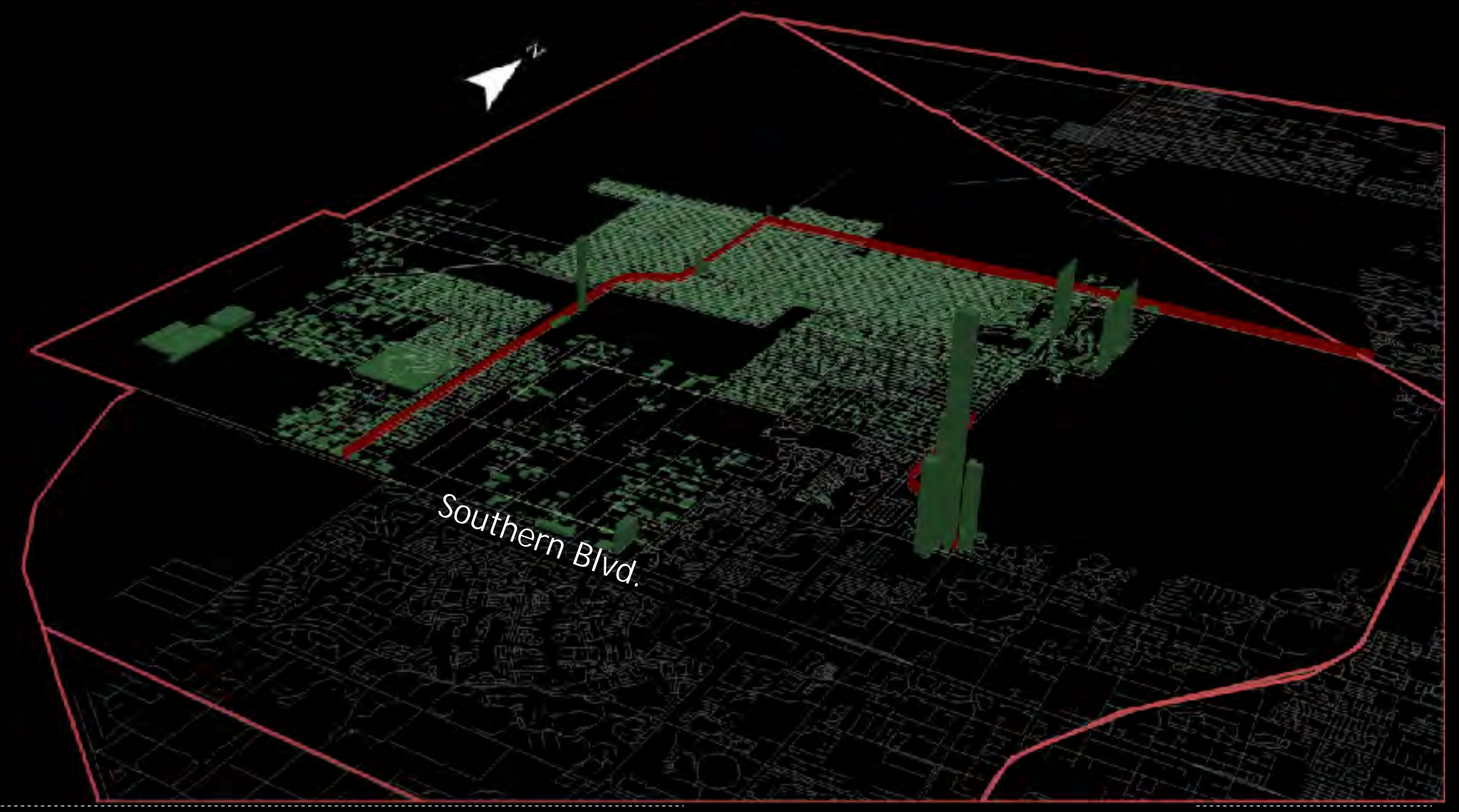


Transportation Impact Fee Analysis

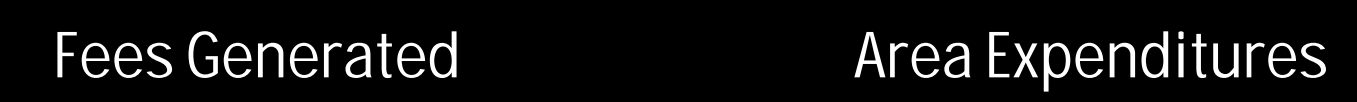
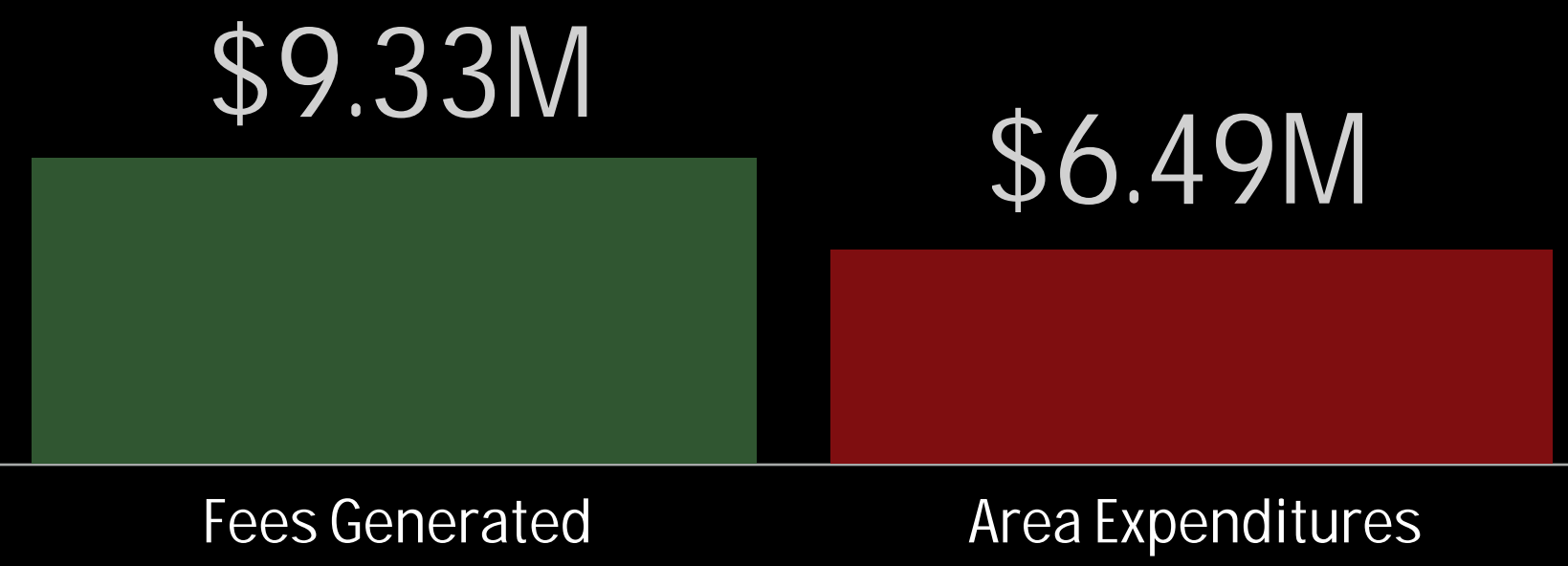
WPB CBD vs. Zone 3 - Impact Fee Per Acre (2004-14)



Downtown WPB



Zone 3



Transportation Impact Fee Analysis

WPB CBD vs. Zone 3 - Impact Fee Per Acre (2004-14)



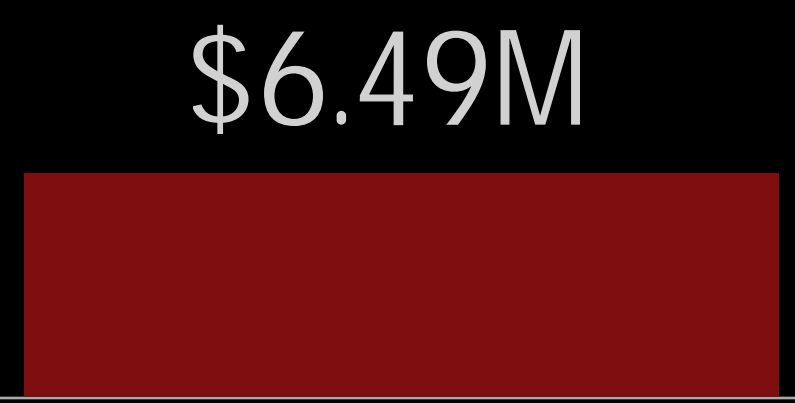
Downtown WPB



Zone 3



Fees Generated



Area Expenditures



Fees Generated

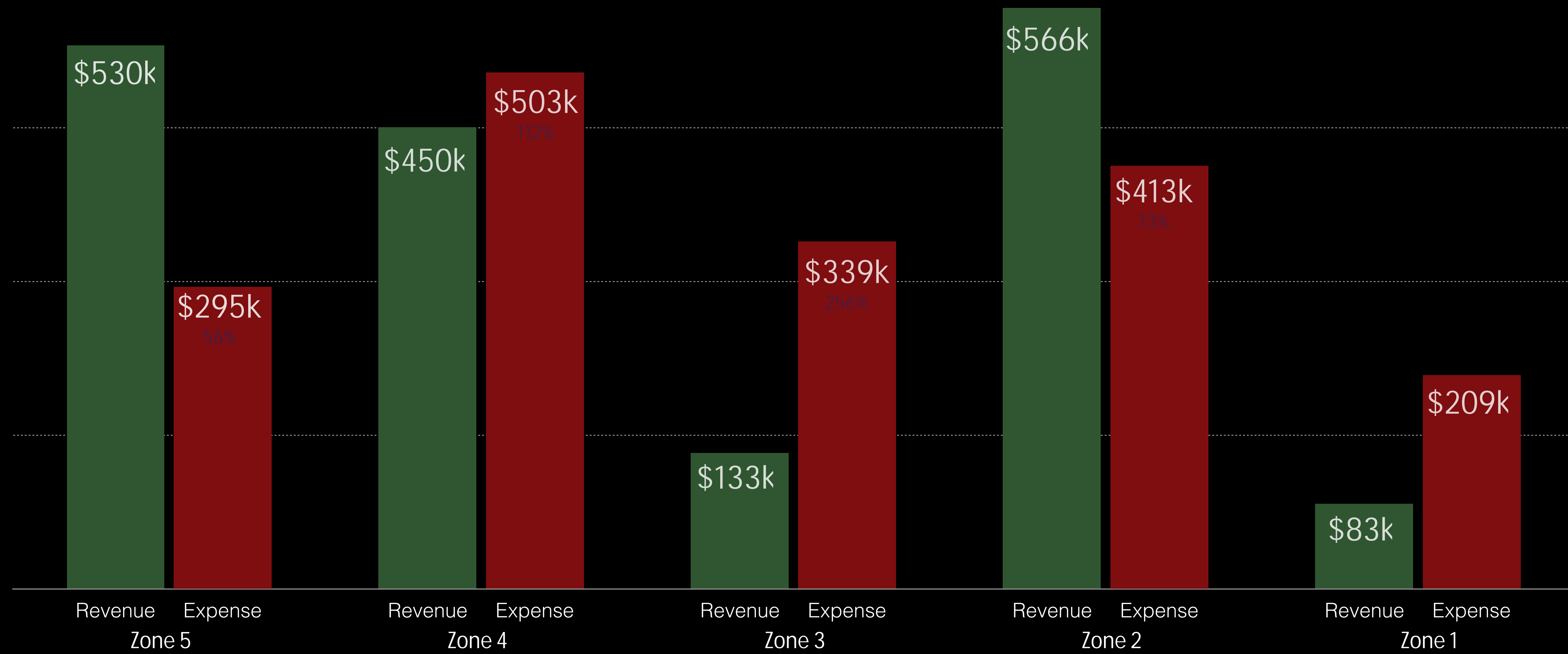
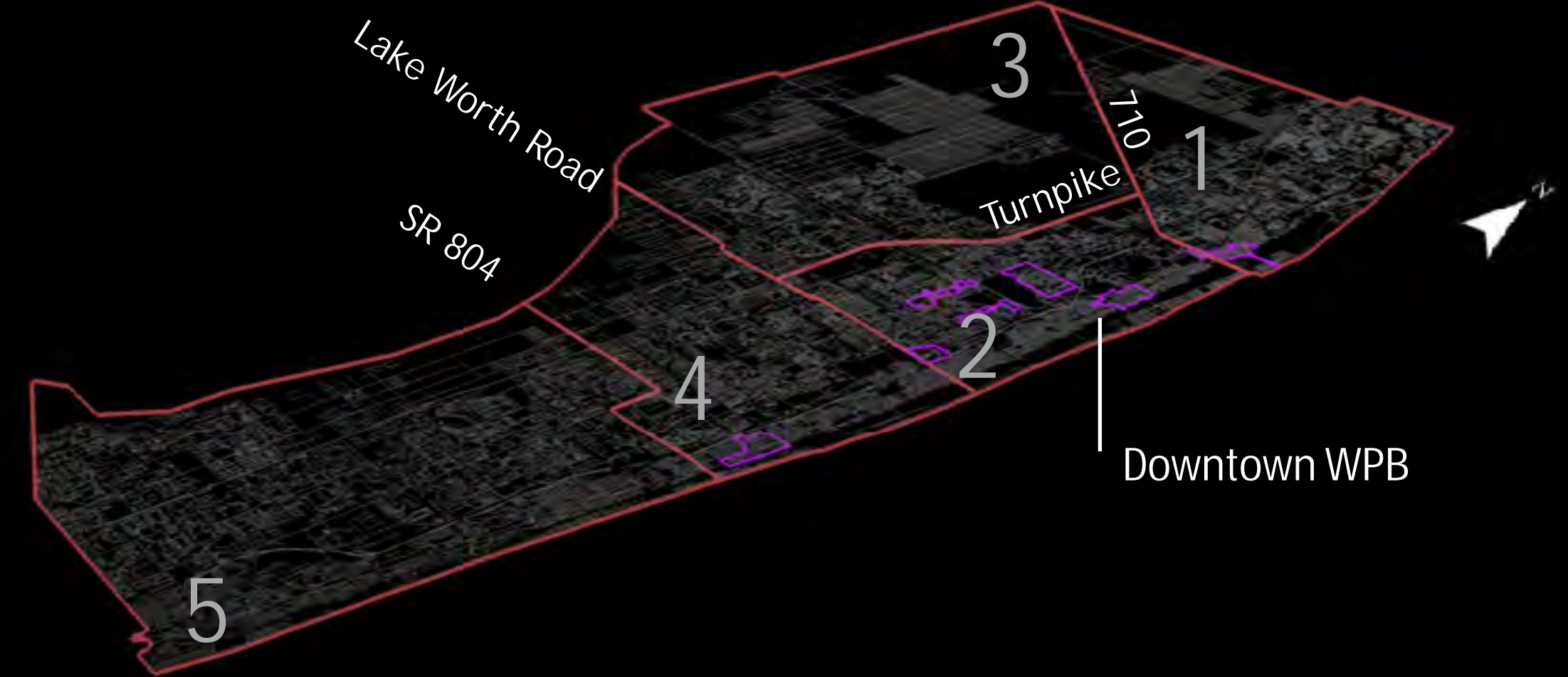


Area Expenditures

Transportation Impact Fee Analysis

Revenue and expense per square mile (2004-14)

■ Revenue
■ Expense



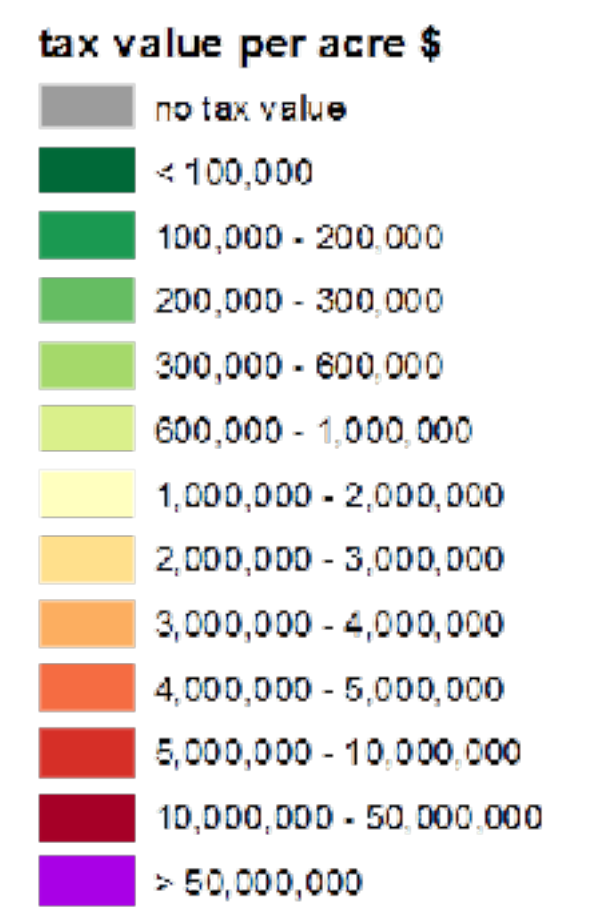
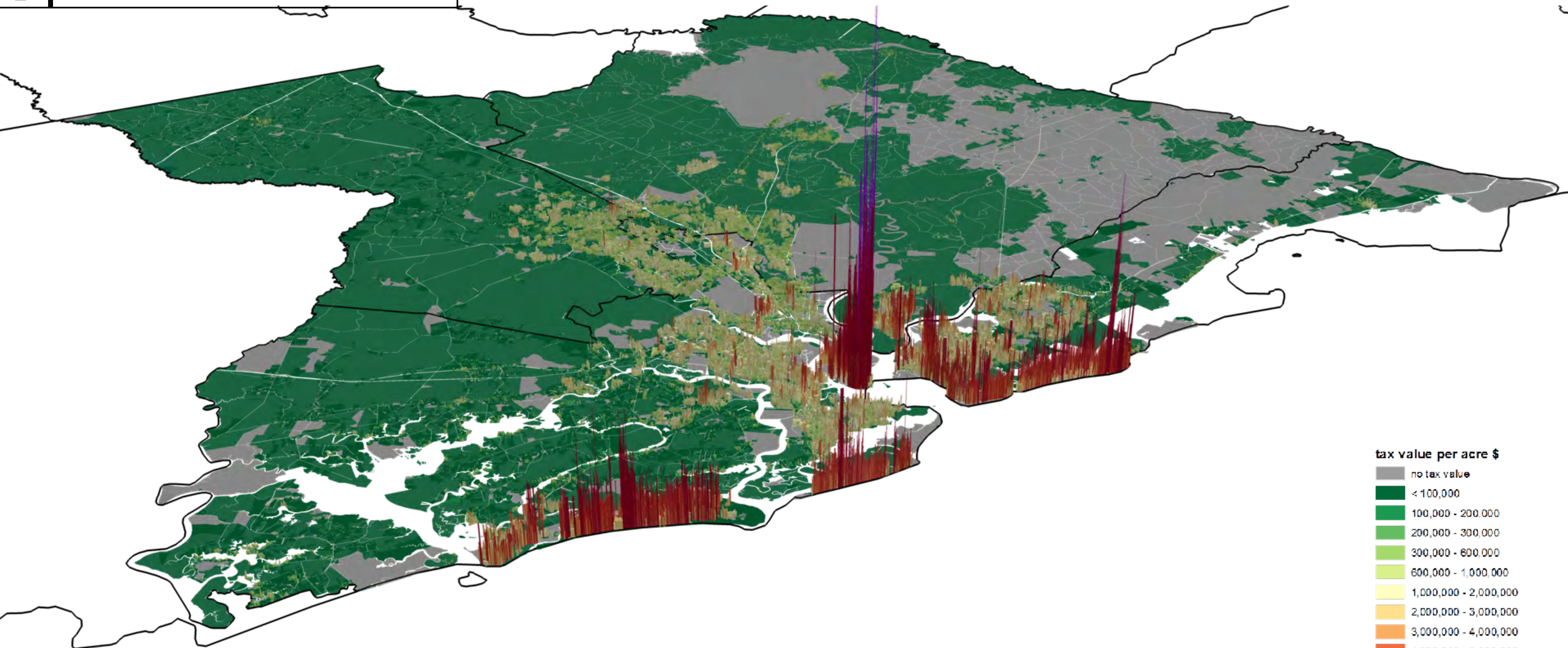


Case Study: Economic MRI™, Value Capture Analysis

Charleston, South Carolina

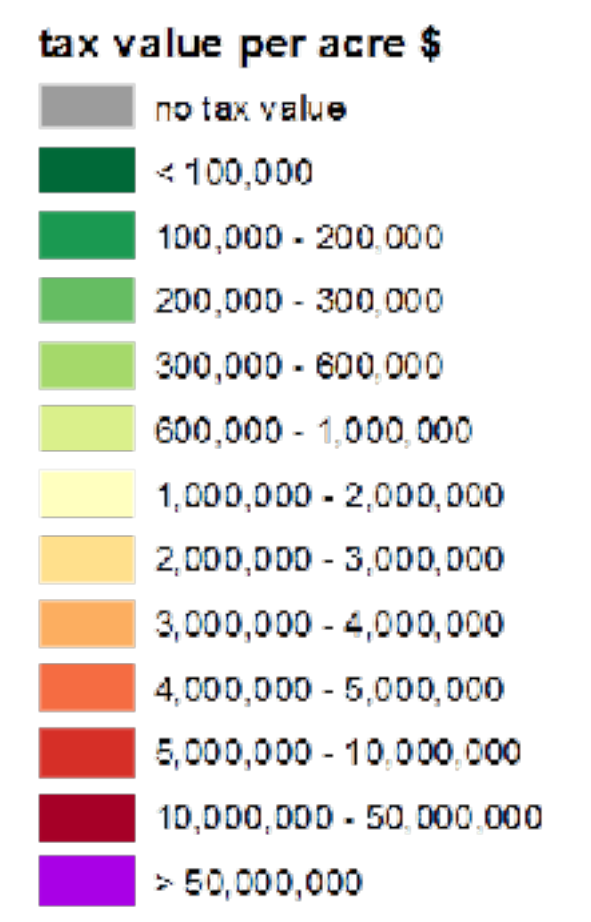
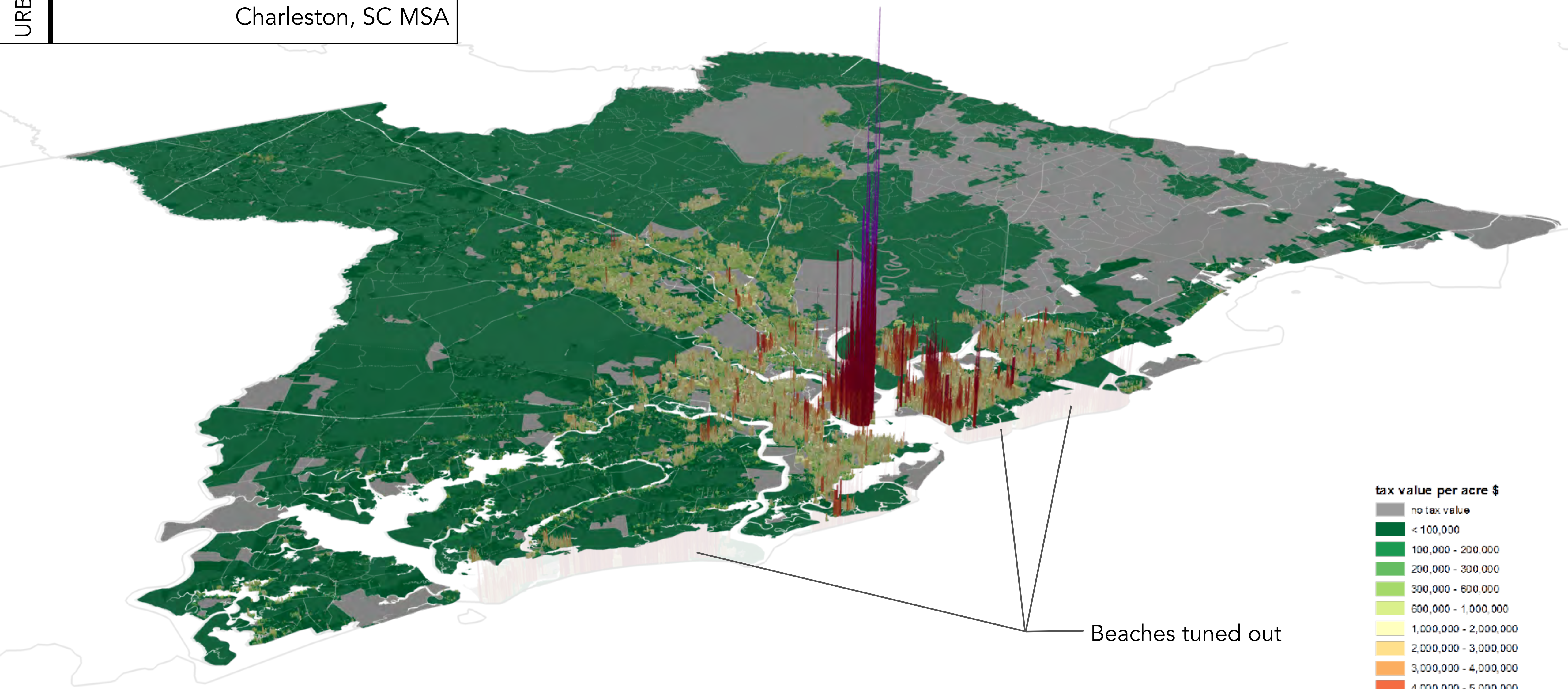
Taxable Value Per Acre

Charleston, SC MSA



Taxable Value Per Acre

Charleston, SC MSA



Beaches tuned out

Declaration of Independence

July 4, 1776

240 years ago





Built ca: 1686

Revolutionary



Walmart
\$866,760 value per acre



Tavern Wine and Spirits
\$13,394,415 Value per Acre

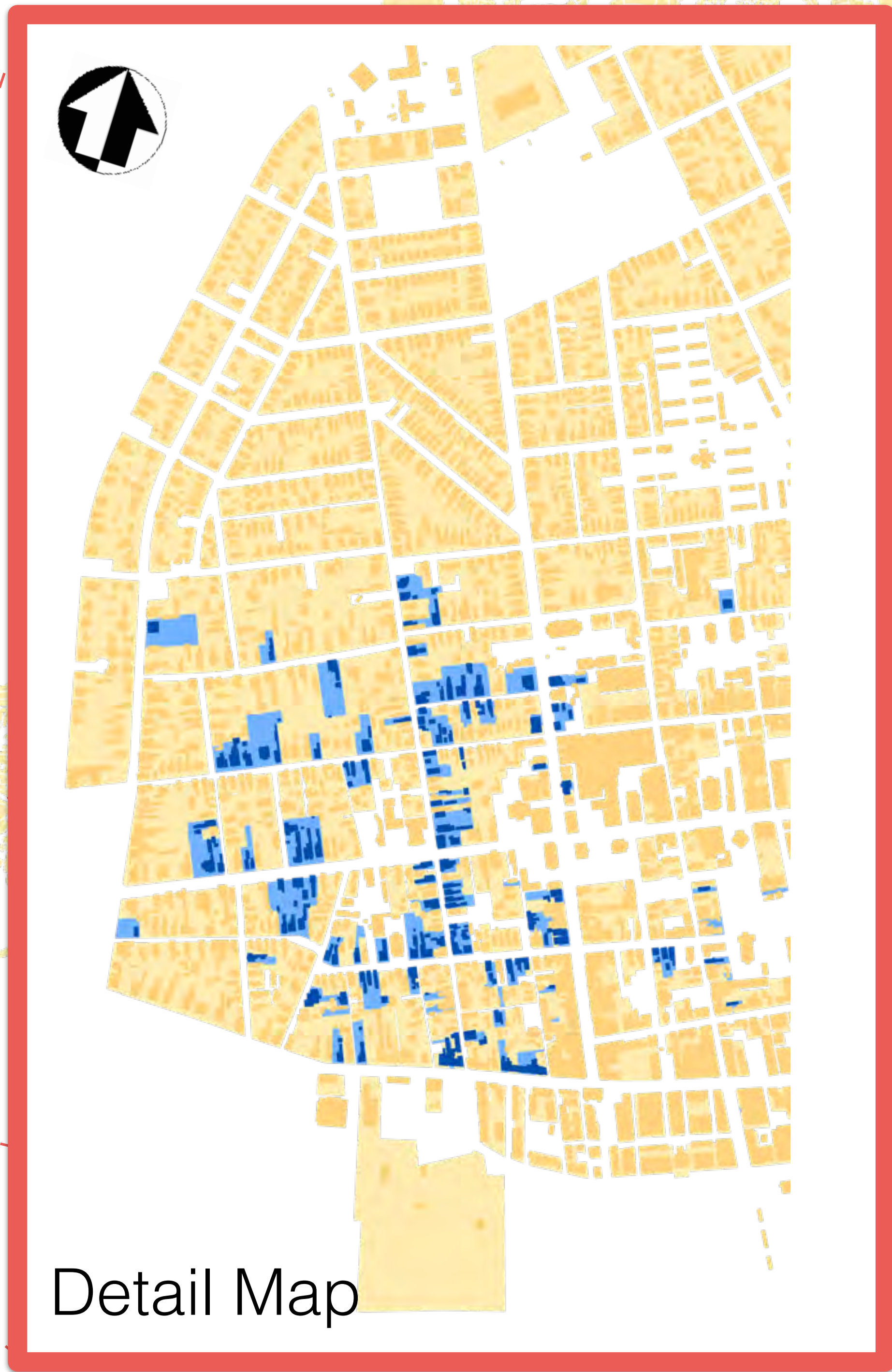
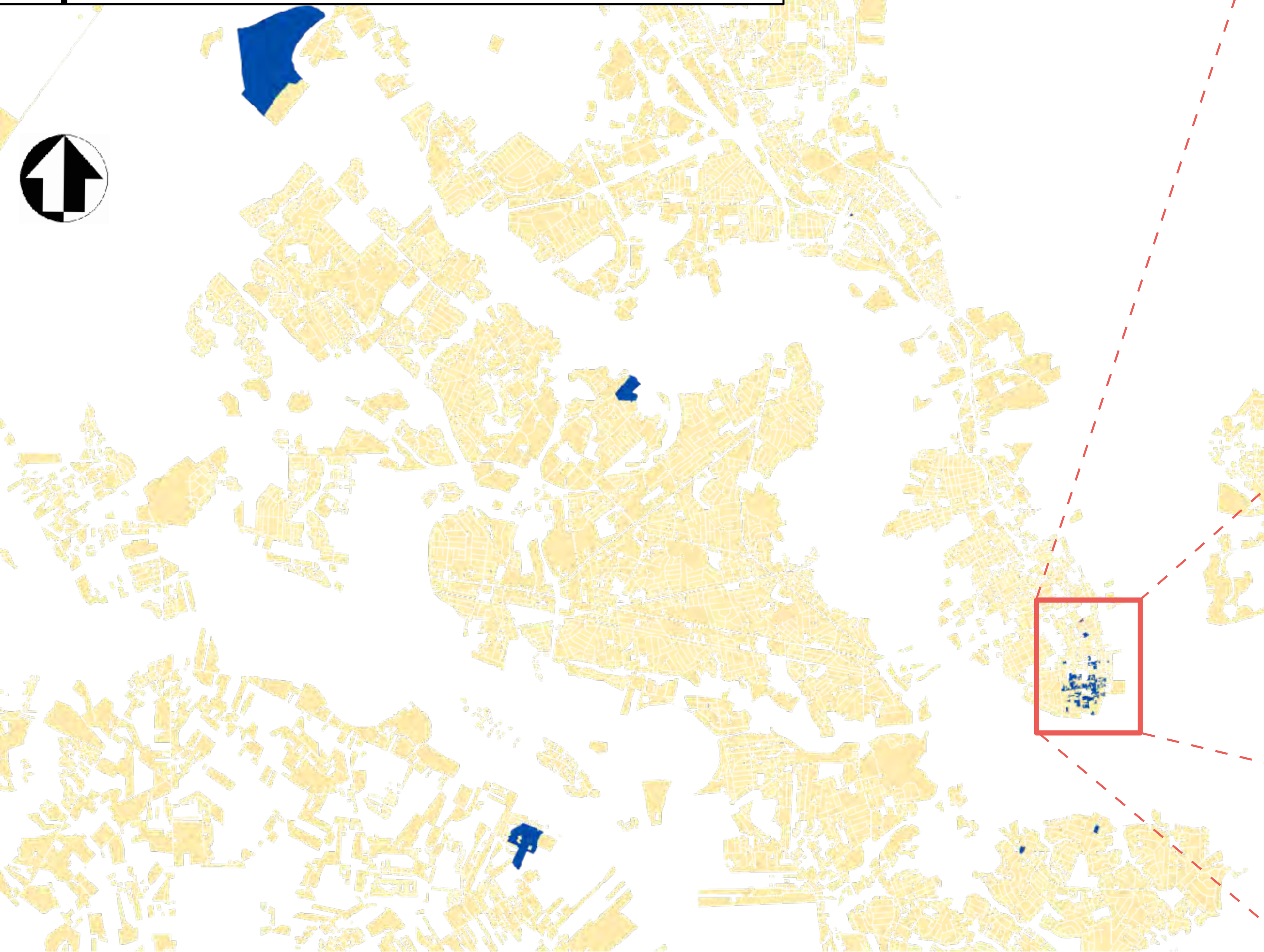
Pre-1776 Taxable Value Per Acre

Charleston, SC MSA



Pre-1776 Taxable Value Per Acre

Charleston, SC MSA



Pre-1776 Tax Productivity

Charleston, SC MSA

> 1776

Acres

20.95

Value

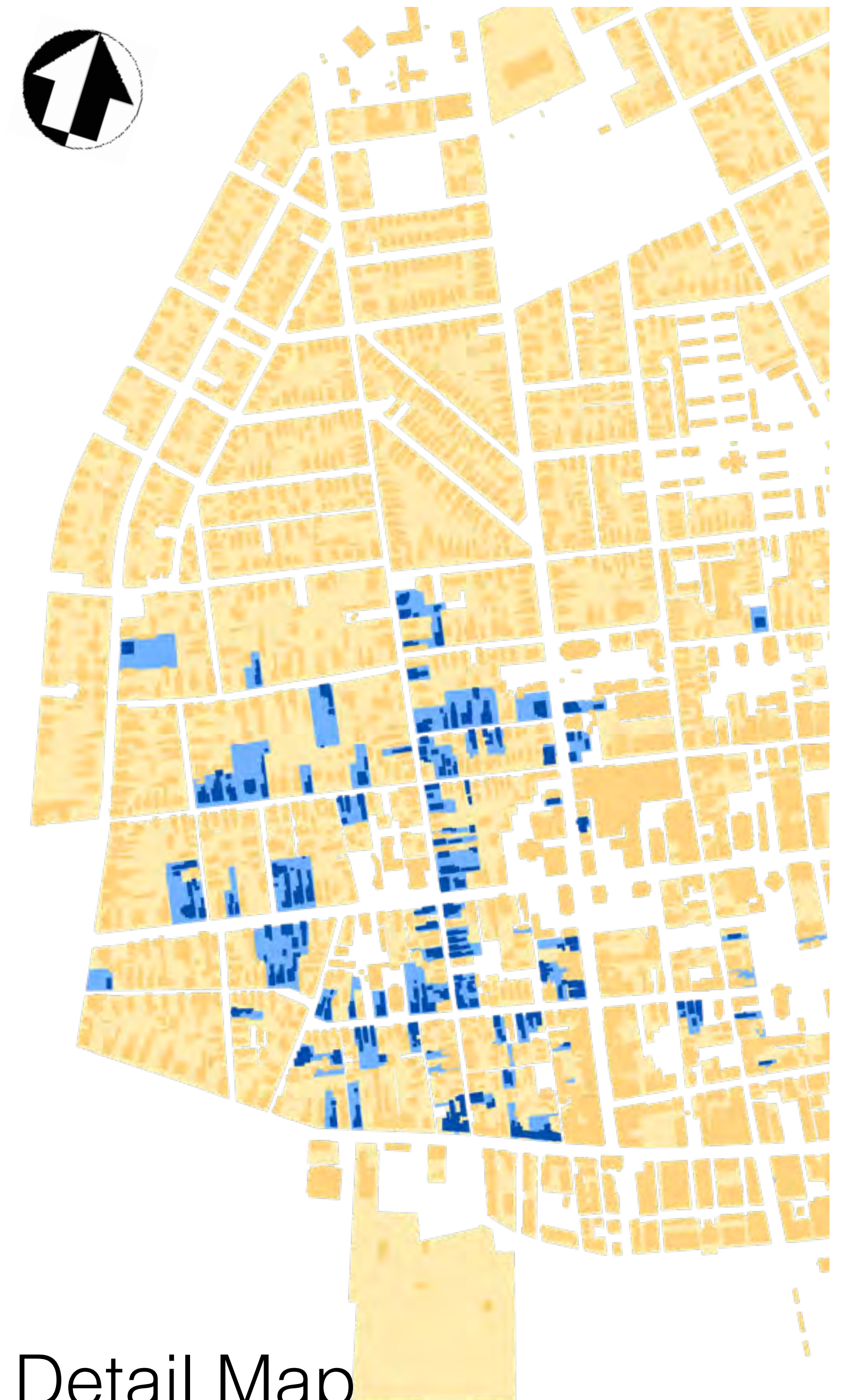
\$344M

Value/Acre

\$16,440,700

County Taxes 2015

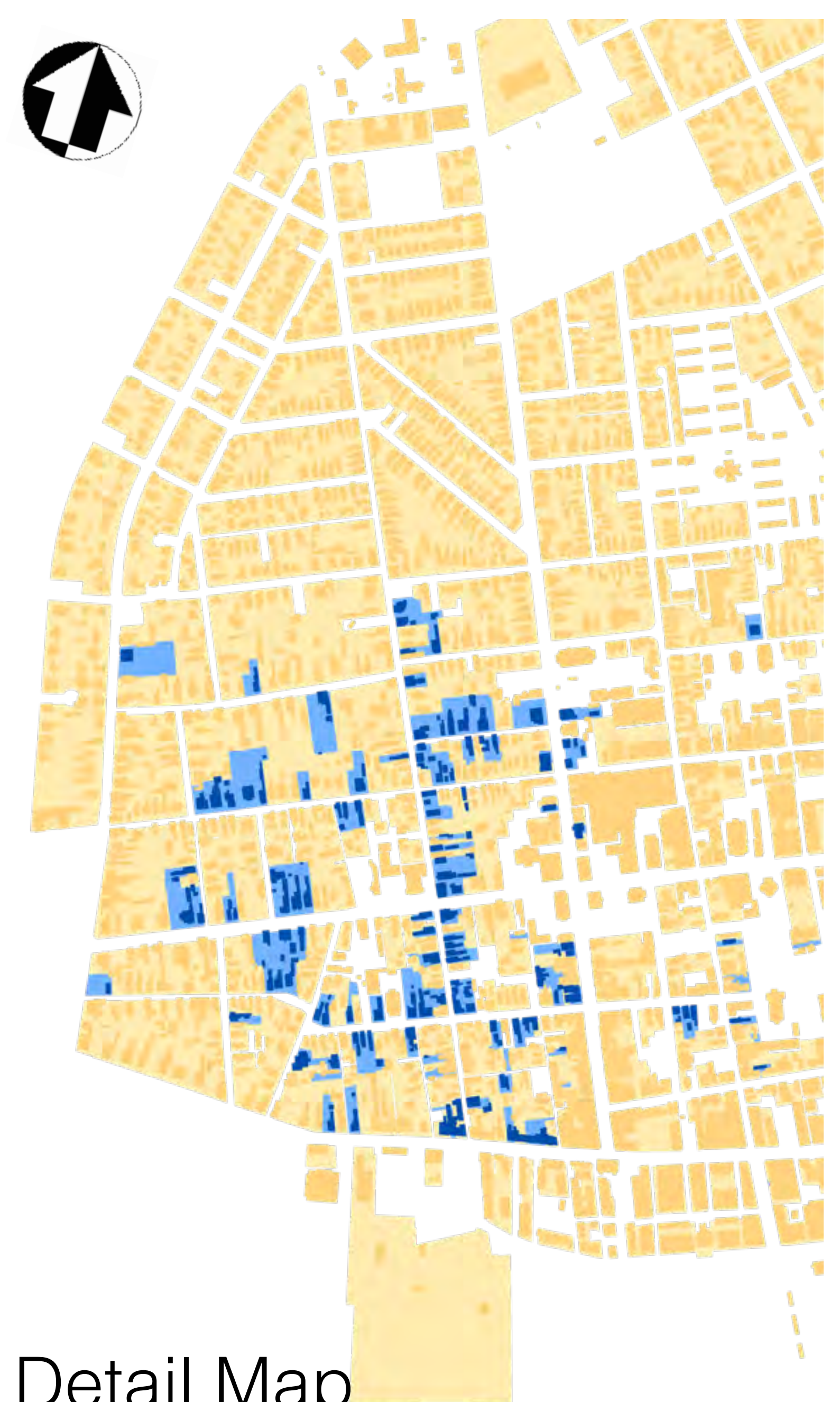
\$631,000



Detail Map

Pre-1776 Tax Productivity

Charleston, SC MSA



Detail Map

	Walmart	> 1776
Acres	20.58	20.95
Value	\$18M	\$344M
Value/Acre	\$866,760	\$16,440,700
County Taxes 2015	\$47,000	\$631,000

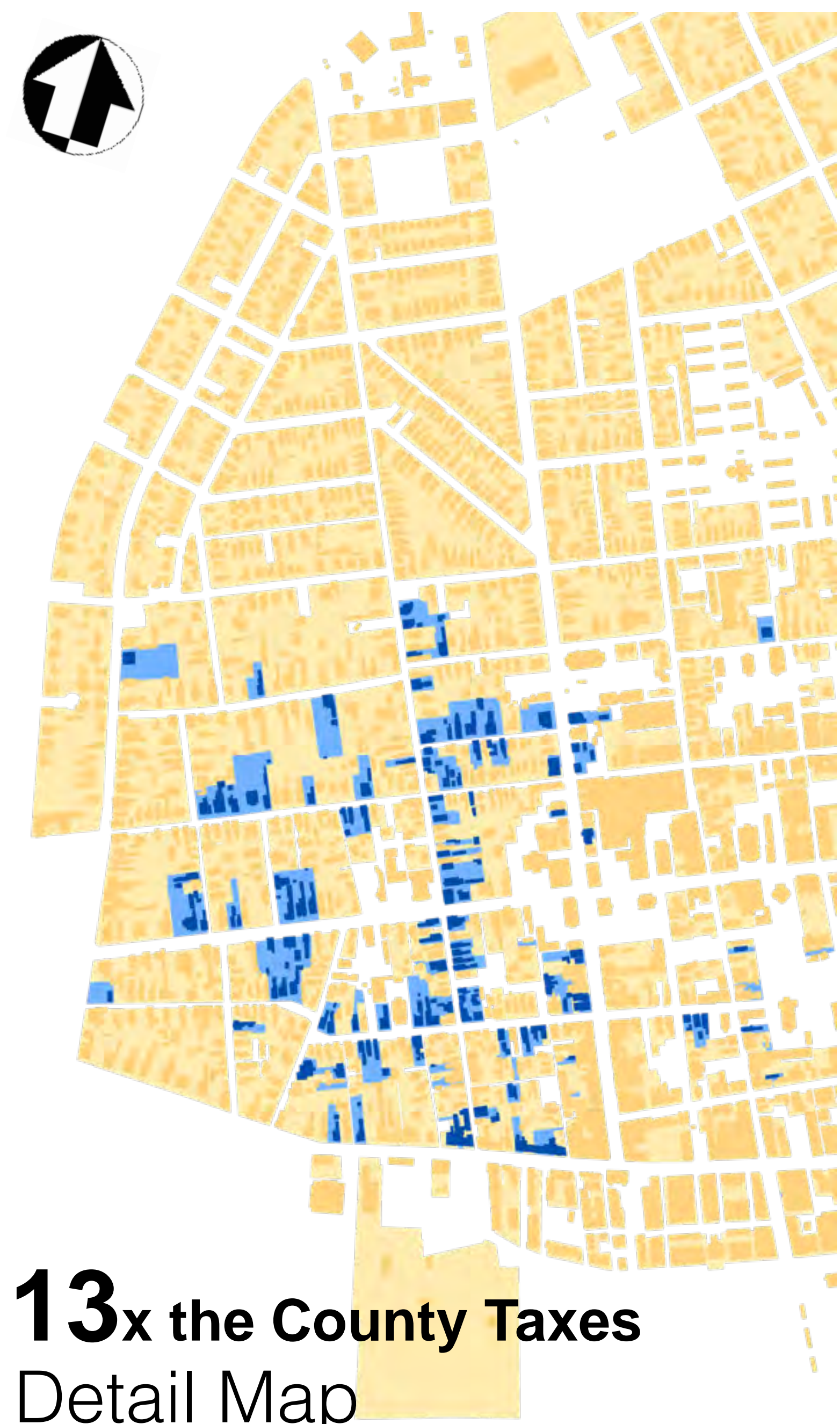
Pre-1776 Tax Productivity

Charleston, SC MSA



Walmart (at Tanger)
\$866,760 value per acre

Born: 2005



13x the County Taxes
Detail Map

	Walmart	> 1776
Acres	20.58	20.95
Value	\$18M	\$344M
Value/Acre	\$866,760	\$16,440,700
County Taxes 2015	\$47,000	\$631,000



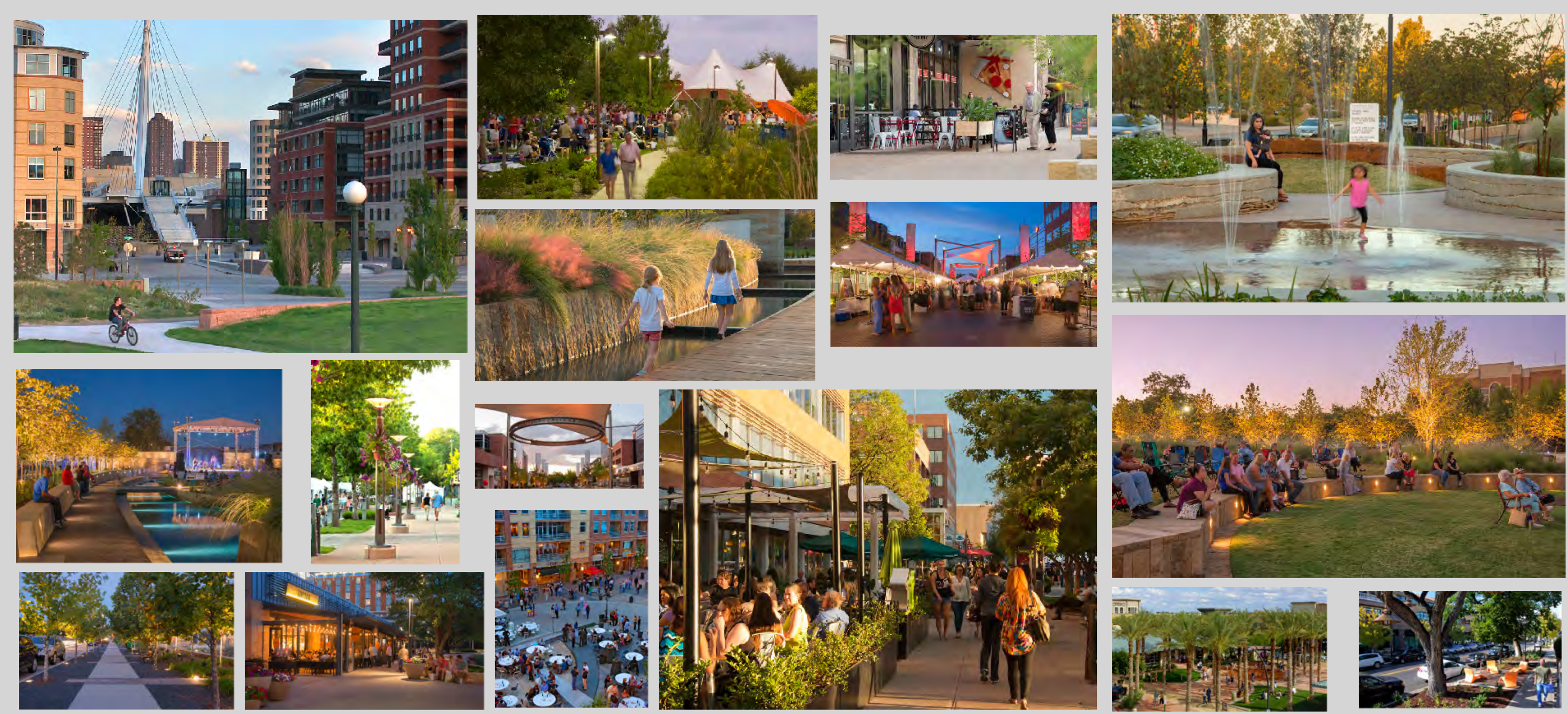
... the relentless
rules of humble
arithmetic.

Justice Louis Brandeis
"Other People's Money", 1914



Case Study: Scenario Analysis and Tax Increment Investment
2018

Leander, Texas

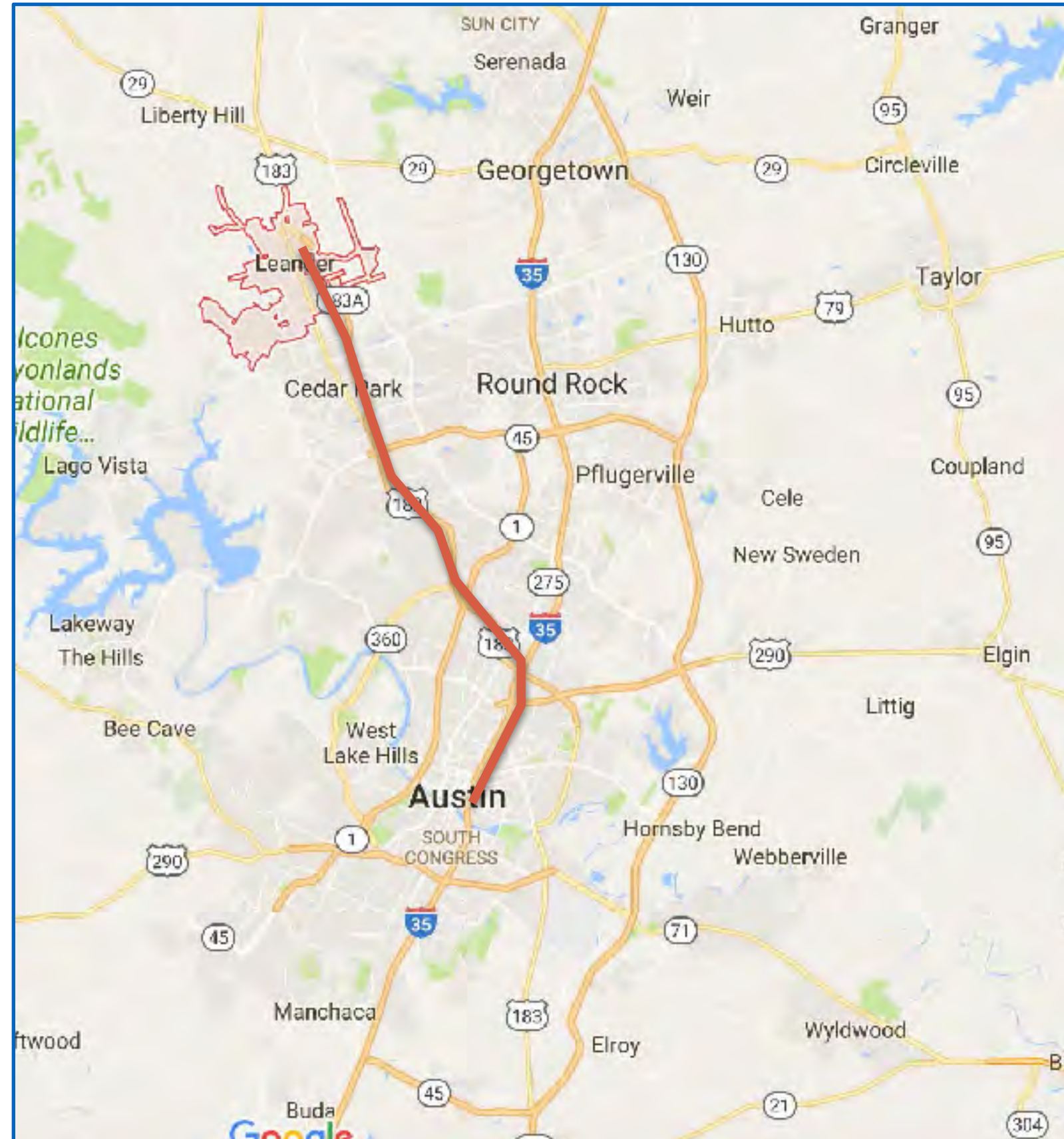


Northline Project

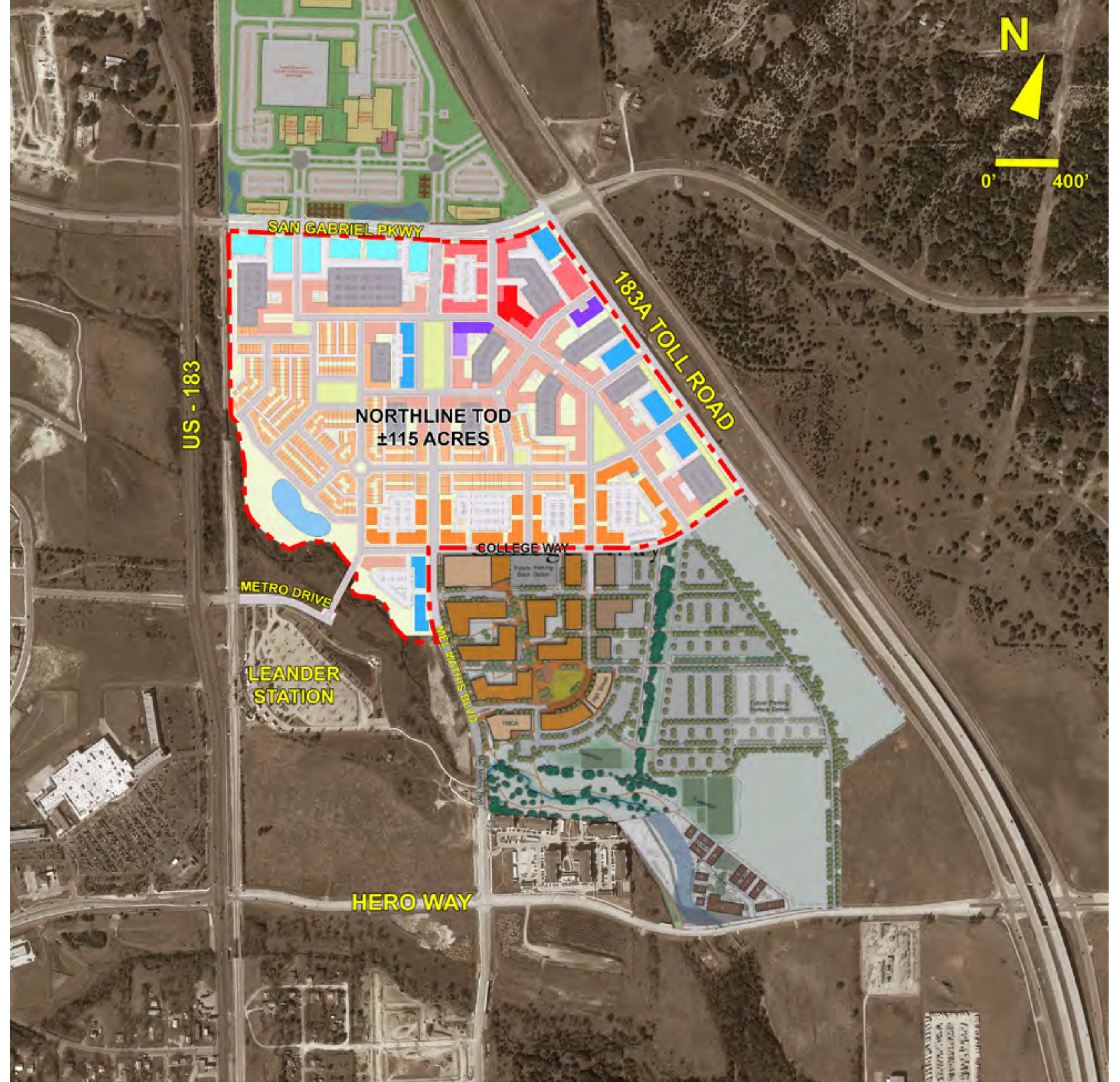
Northline TOD

Leander, TX

2018



Regional Context: Leander is located in Williamson County, TX, within the Austin MSA. A regional train line (—) was extended with the last stop in Leander.



Northline TOD

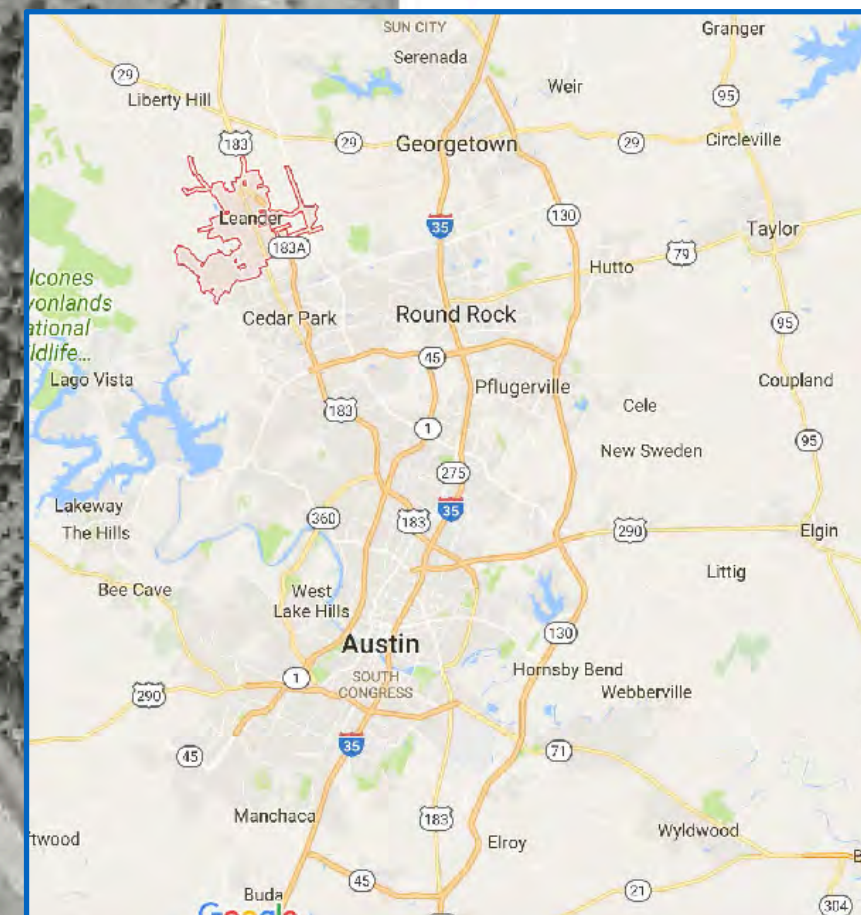
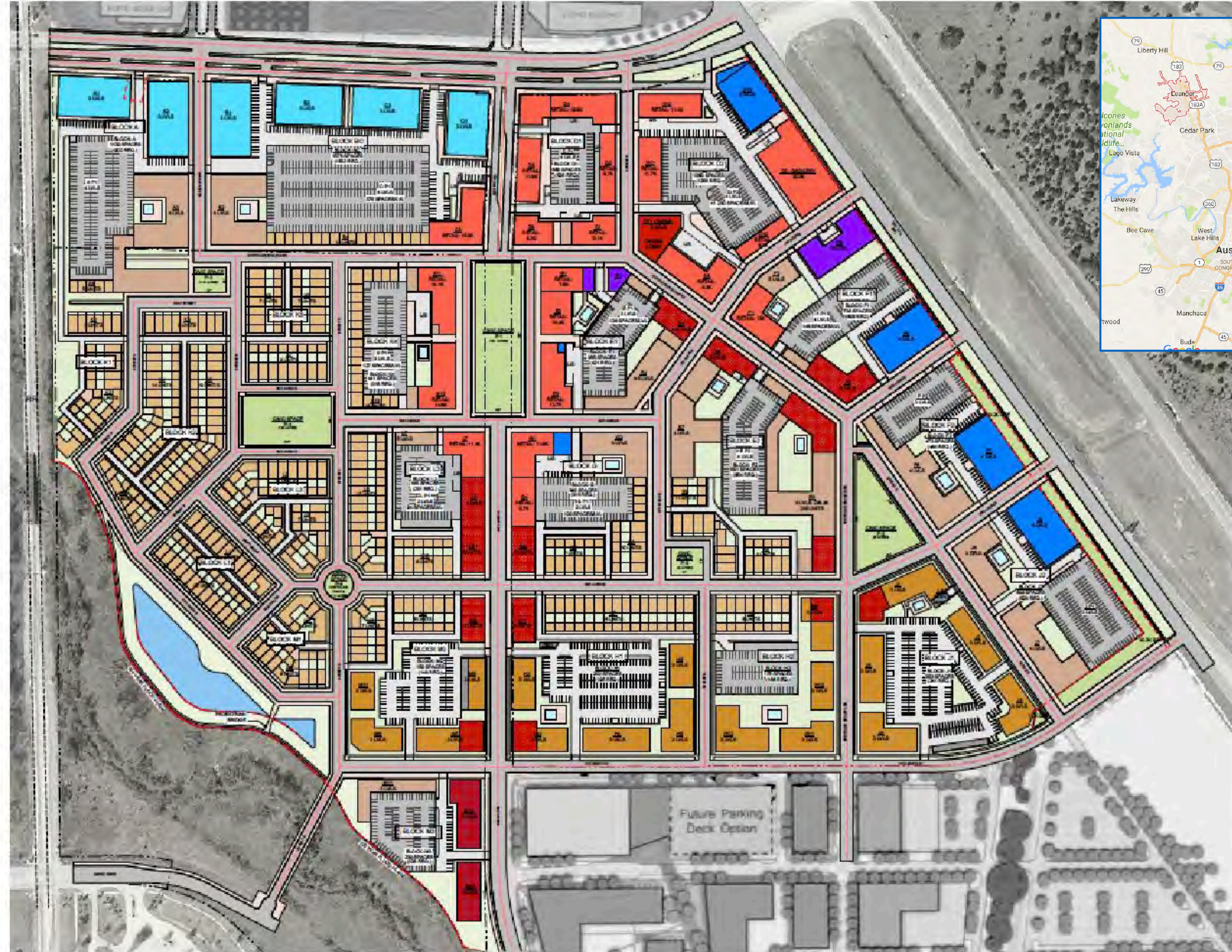
Leander, TX

2018

Regional Context: Leander is located in Williamson County, TX, within the Austin MSA. A regional train line (—) was extended with the last stop in Leander.

LEGEND KEY

- RESIDENTIAL: TOWN HOUSE
- RESIDENTIAL: GARDEN APARTMENT
- RESIDENTIAL: MULTI-FAMILY
- OFFICE OR HOTEL
- MEDICAL OFFICE
- RETAIL
- CINEMA
- HOTEL
- MEETING SPACE
- CIVIC/OFFICE
- STRUCTURED PARKING
- GROUND FLOOR LINER RETAIL
- CONVERTABLE USE AT GROUND FLOOR
- PROPERTY LINE
- EASEMENT
- FUTURE GARAGE



LEVEL 1 - FULL

NORTHLINE TOD



Northline TOD

Leander, TX

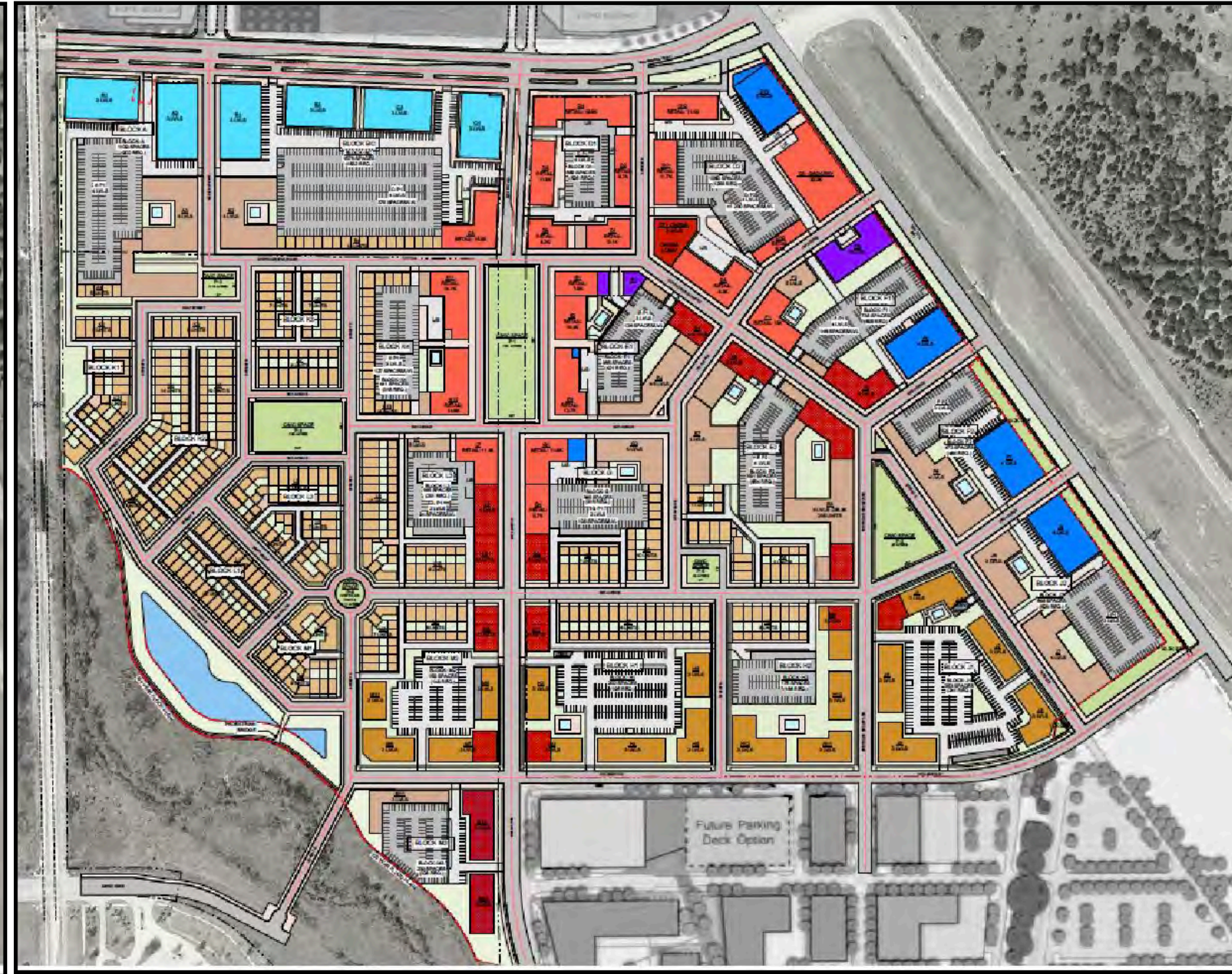
2018



Phase I
\$182M



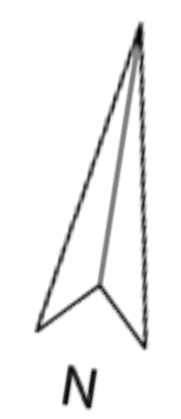
Phase 2
\$367M

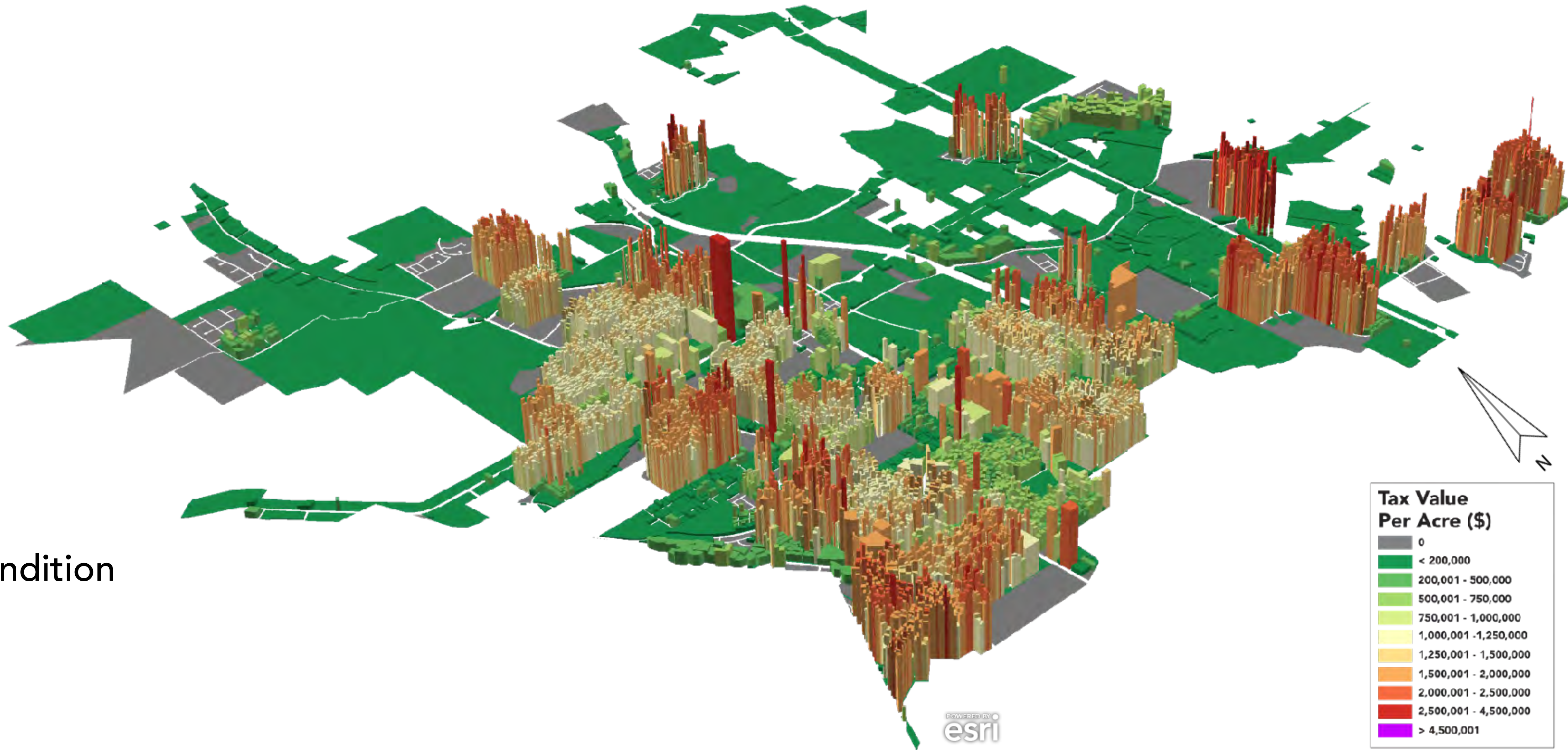


Full Buildout
\$733M

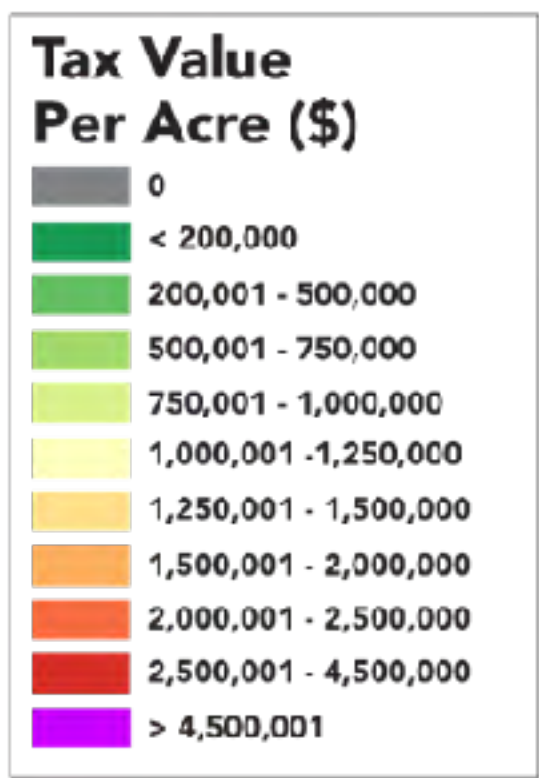
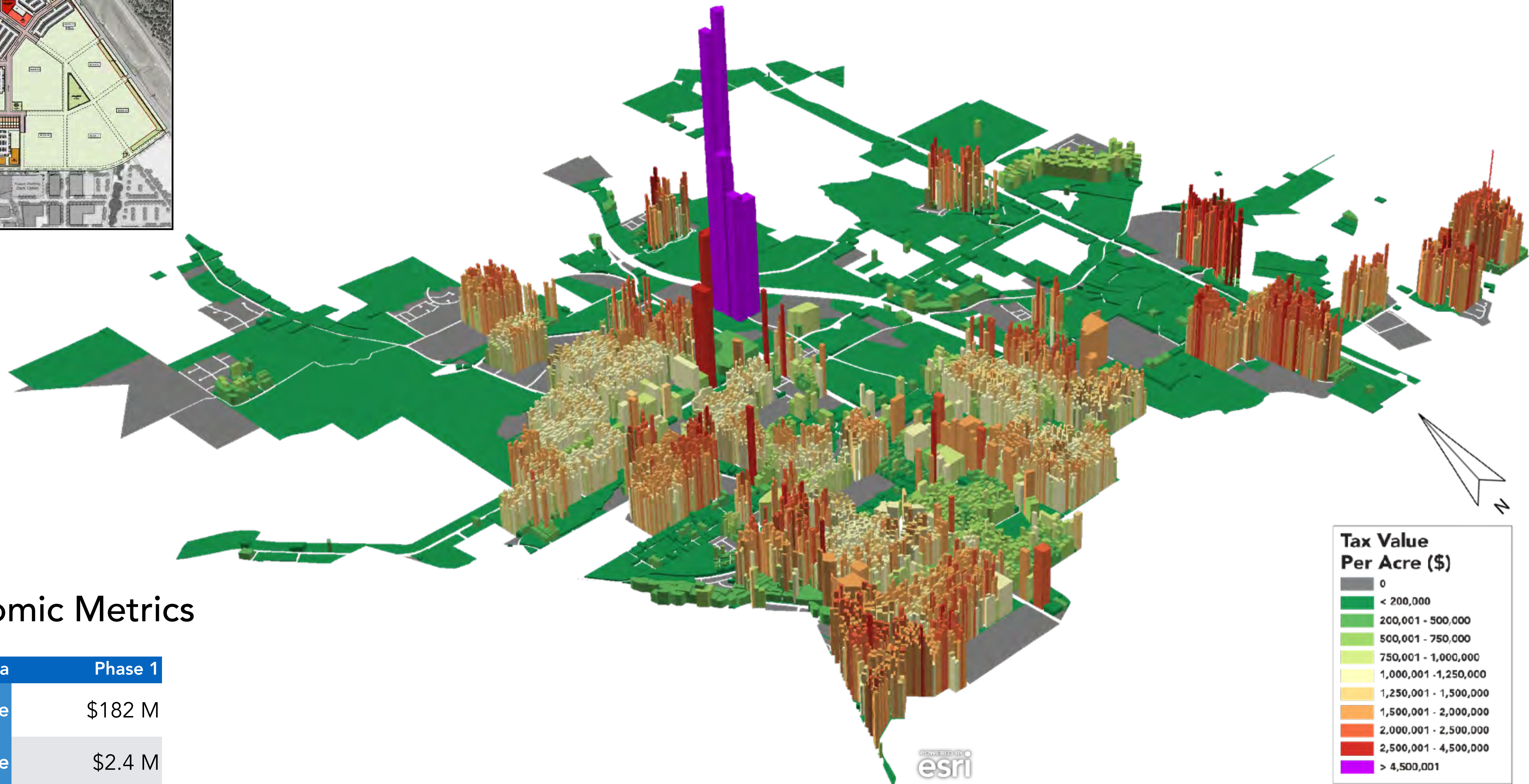
LEGEND KEY

- RESIDENTIAL: TOWN HOUSE
- RESIDENTIAL: GARDEN APARTMENT
- RESIDENTIAL: MULTI-FAMILY
- OFFICE OR HOTEL
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- GROUND FLOOR LINER RETAIL
- CONVERTABLE USE AT GROUND FLOOR
- PROPERTY LINE
- EASEMENT
- FUTURE GARAGE





Existing Condition

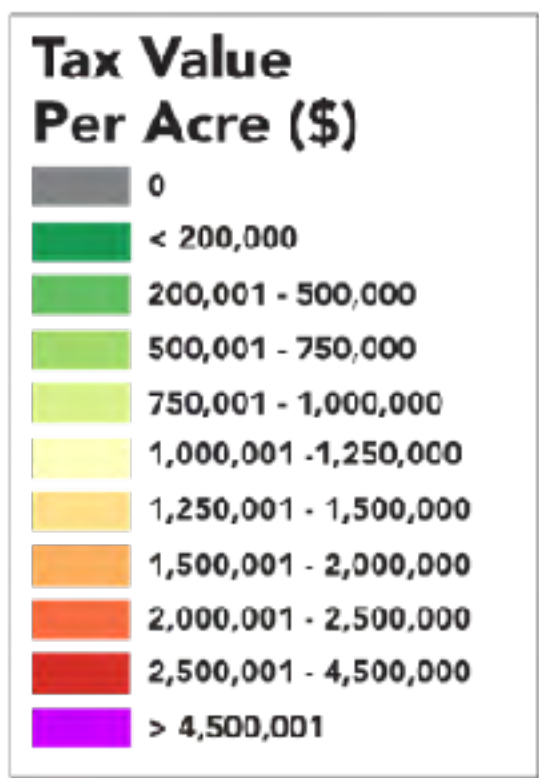
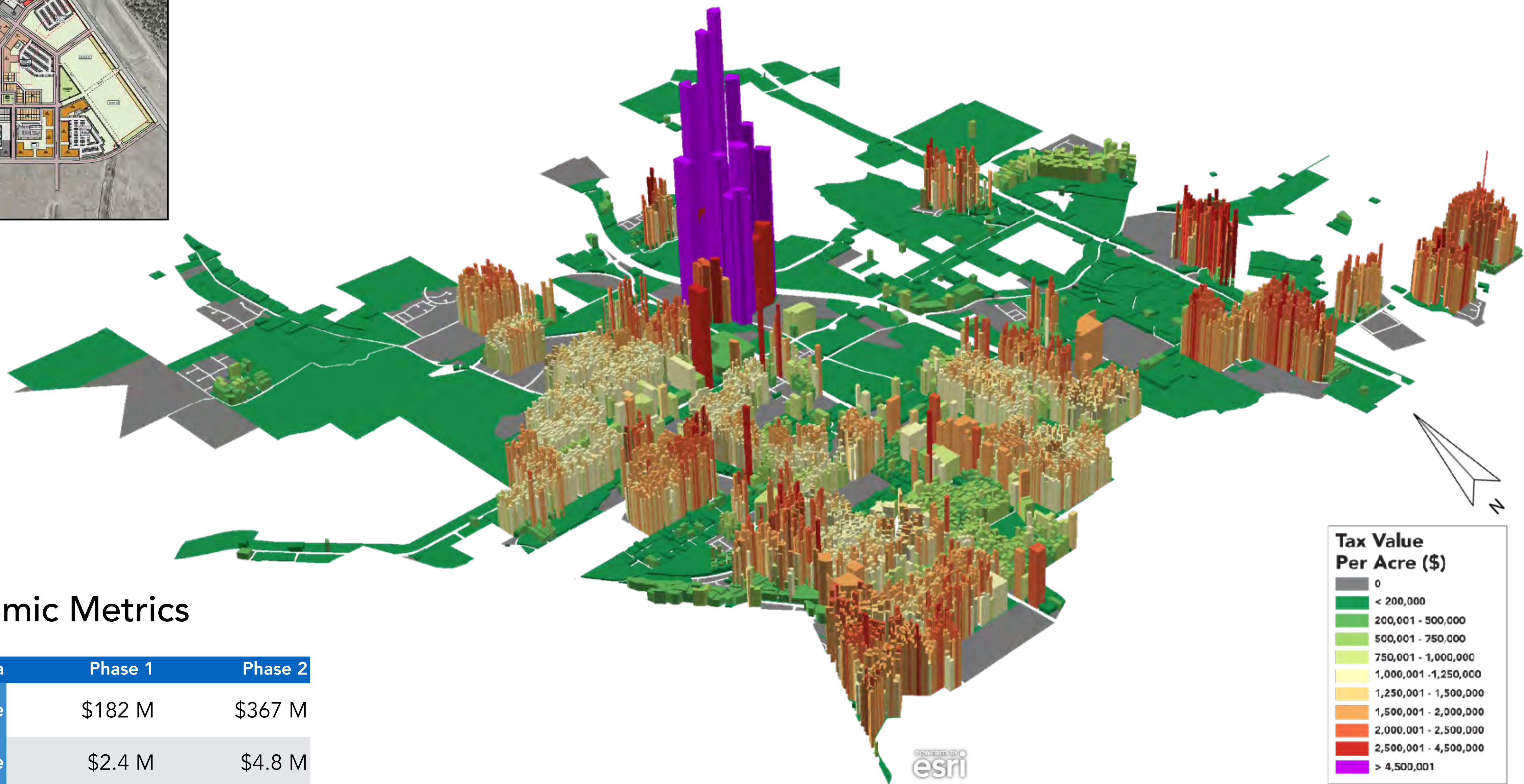


TOD Economic Metrics

Project Area	Phase 1
Total Value	\$182 M
Avg. Value/Acre	\$2.4 M

Northline TOD

Leander, TX

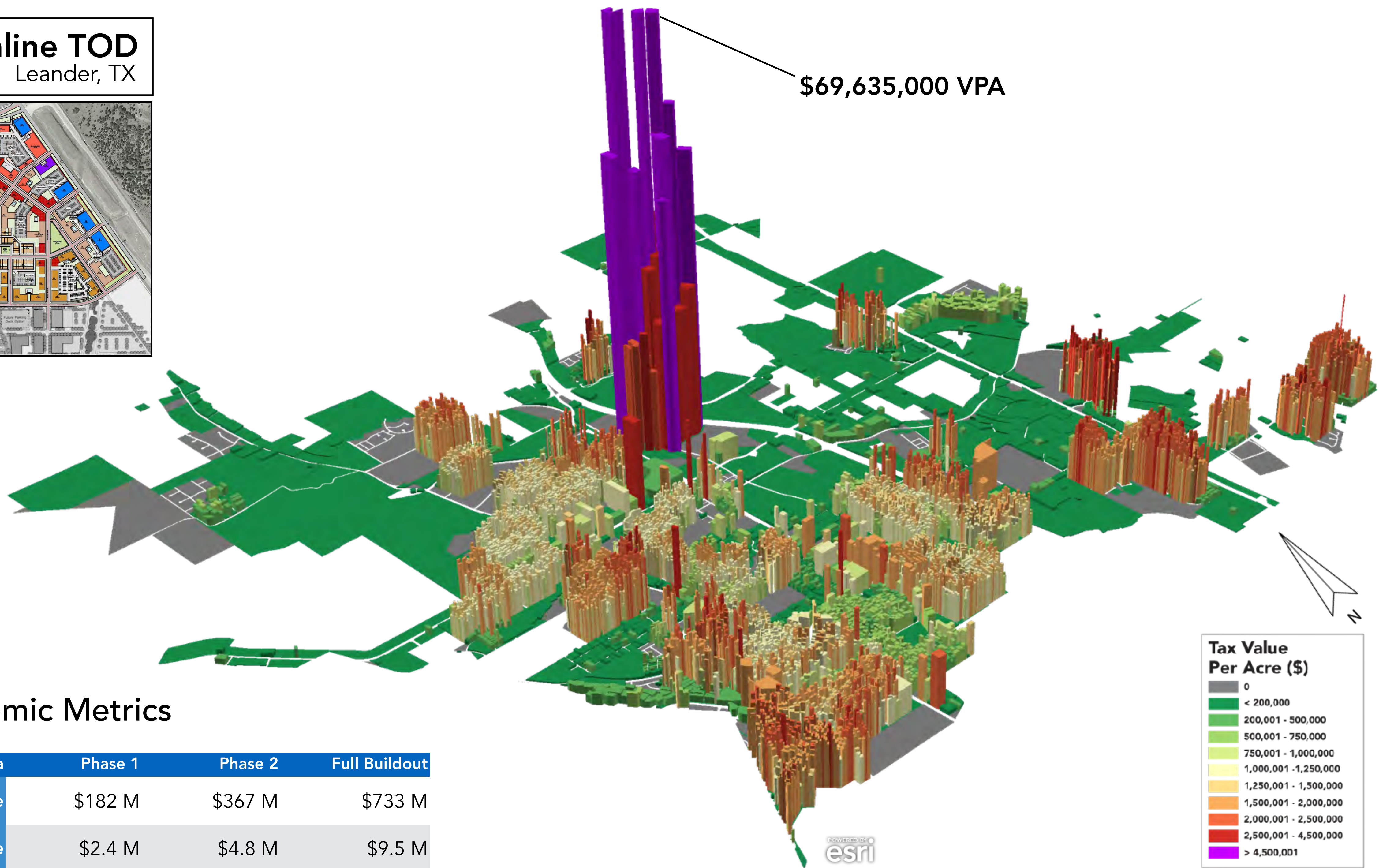
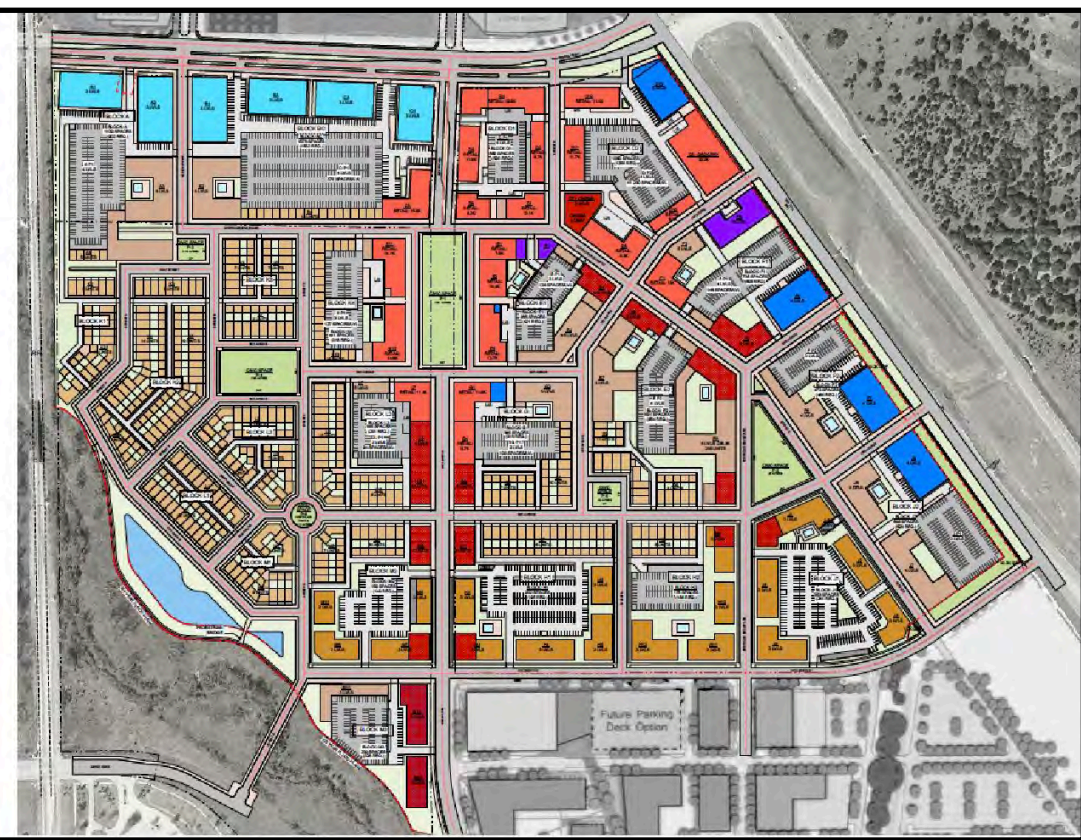


TOD Economic Metrics

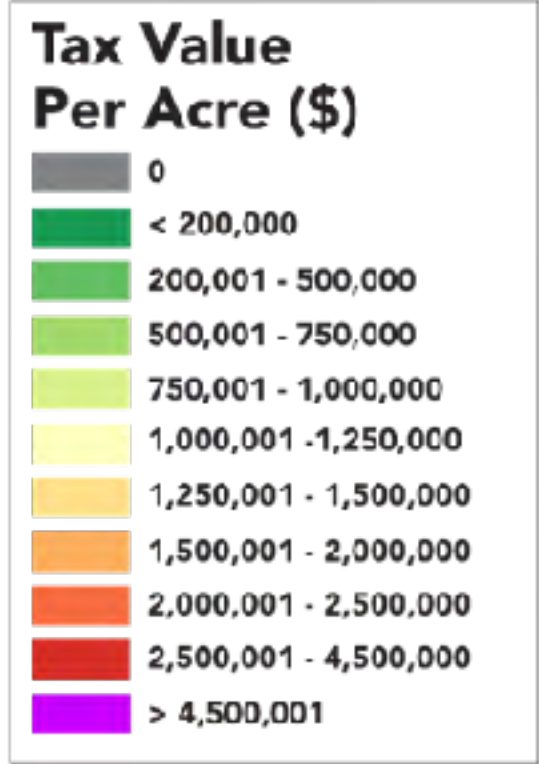
Project Area	Phase 1	Phase 2
Total Value	\$182 M	\$367 M
Avg. Value/Acre	\$2.4 M	\$4.8 M

Northline TOD

Leander, TX



\$69,635,000 VPA

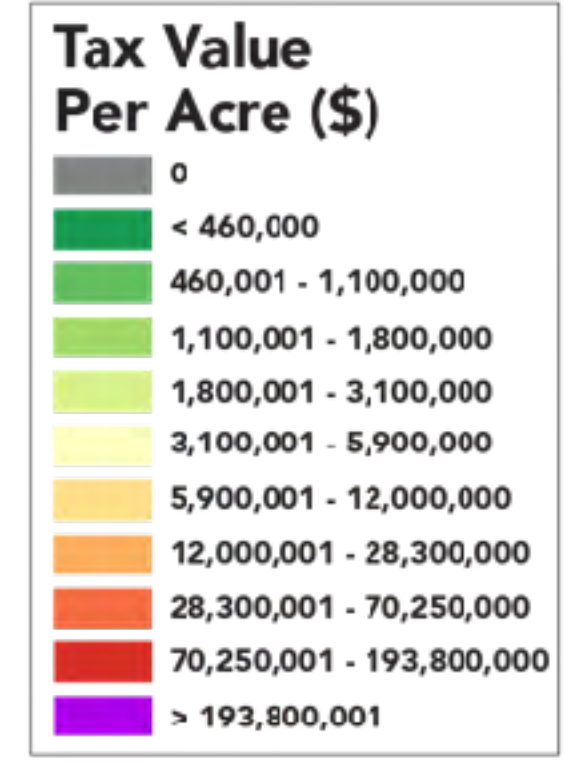


TOD Economic Metrics

Project Area	Phase 1	Phase 2	Full Buildout
Total Value	\$182 M	\$367 M	\$733 M
Avg. Value/Acre	\$2.4 M	\$4.8 M	\$9.5 M

Today

Leander, TX



Leander

Total Taxabale Value	\$3.5 b
Average VPA	\$275,000
Top VPA	\$3.8 m

Georgetown

Total Taxabale Value	\$7 b
Average VPA	\$317,000
Top VPA	\$12.7 m

Round Rock

Total Taxabale Value	\$11.2 b
Average VPA	\$771,000
Top VPA	\$12.4 m

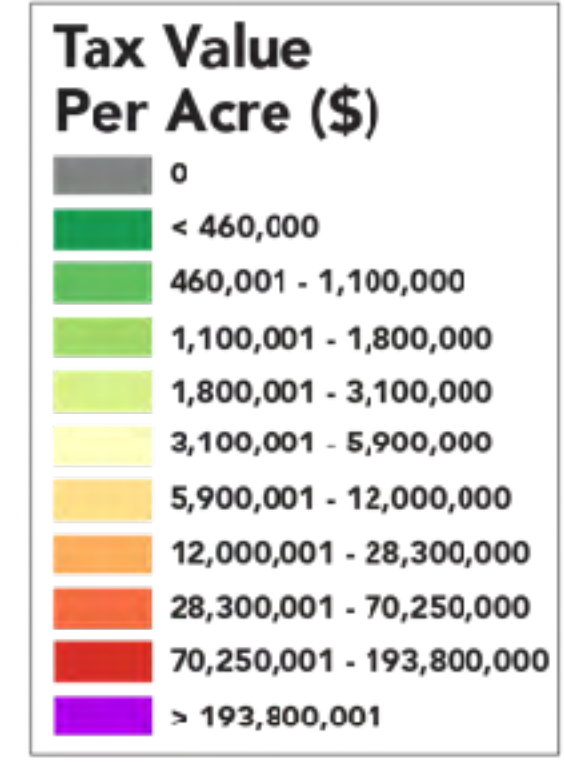


2018

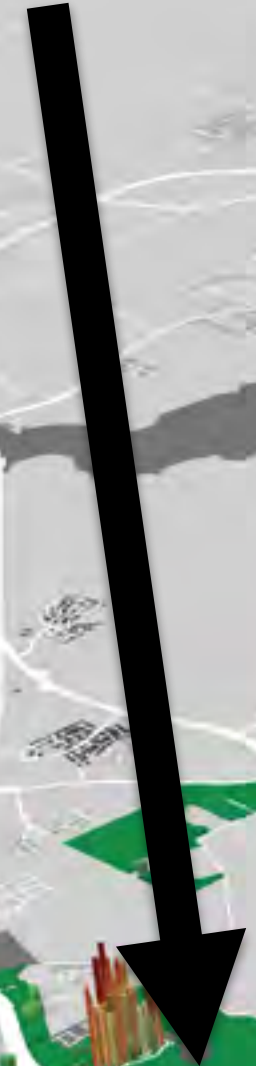
URBAN3

Today

Leander, TX



Northline TOD



Leander

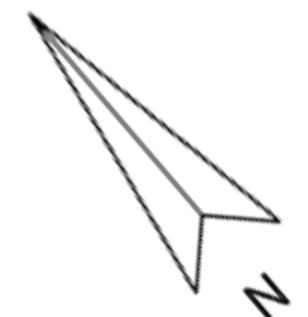
Total Taxabale Value	\$3.5 b
Average VPA	\$275,000
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Georgetown

Total Taxabale Value	\$7 b
Average VPA	\$317,000
Top VPA	\$12.7 m

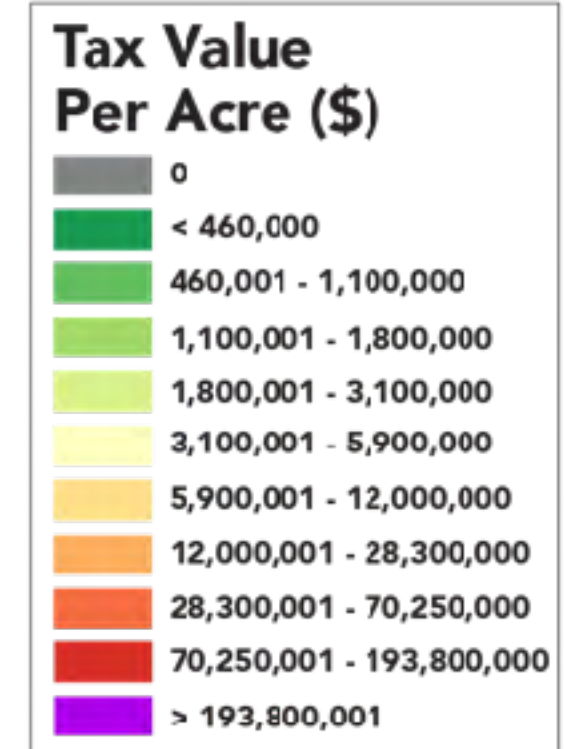
Round Rock

Total Taxabale Value	\$11.2 b
Average VPA	\$771,000
Top VPA	\$12.4 m



Tomorrow

Leander, TX



Northline TOD

Leander

Total Taxable Value	\$3.5 b
Average VPA	\$275,000
Top VPA	\$3.8 m

Projected

Total Taxable Value	\$1.2 b
Average VPA	\$509,255
Top VPA	\$69.6 m

Georgetown

Total Taxable Value	\$7 b
Average VPA	\$317,000
Top VPA	\$12.7 m

Round Rock

Total Taxable Value	\$11.2 b
Average VPA	\$771,000
Top VPA	\$12.4 m



2.3 acres =

719 S. Main St.
\$ 9,576,118 per acre



1.9 acres =

Burger University
\$ 11,125,125 per acre

Williamson County, TX

Valuation comparison

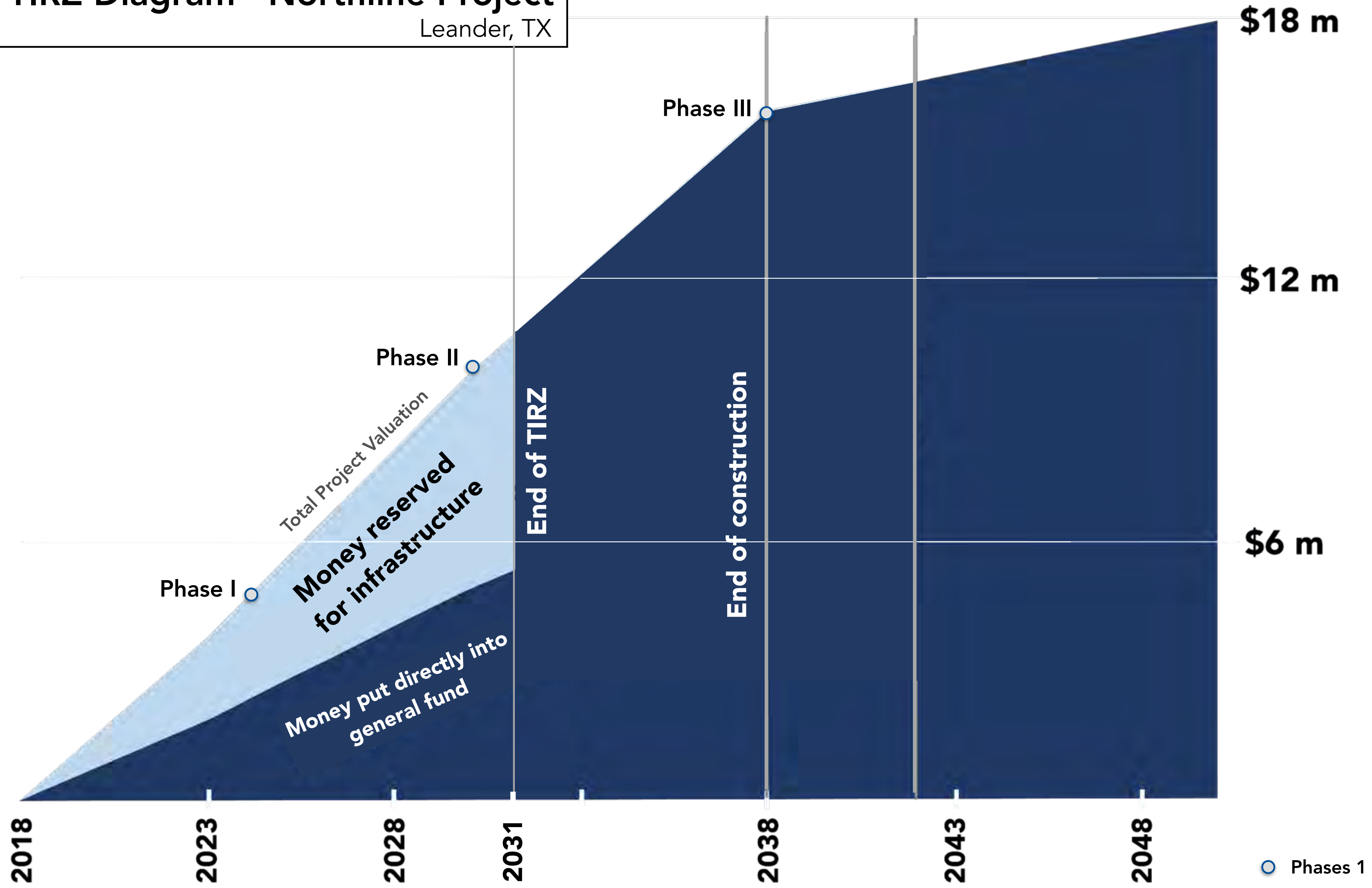
URBAN3



45.7 acre

H-E-B Plus!
\$476,107 per acre

2018

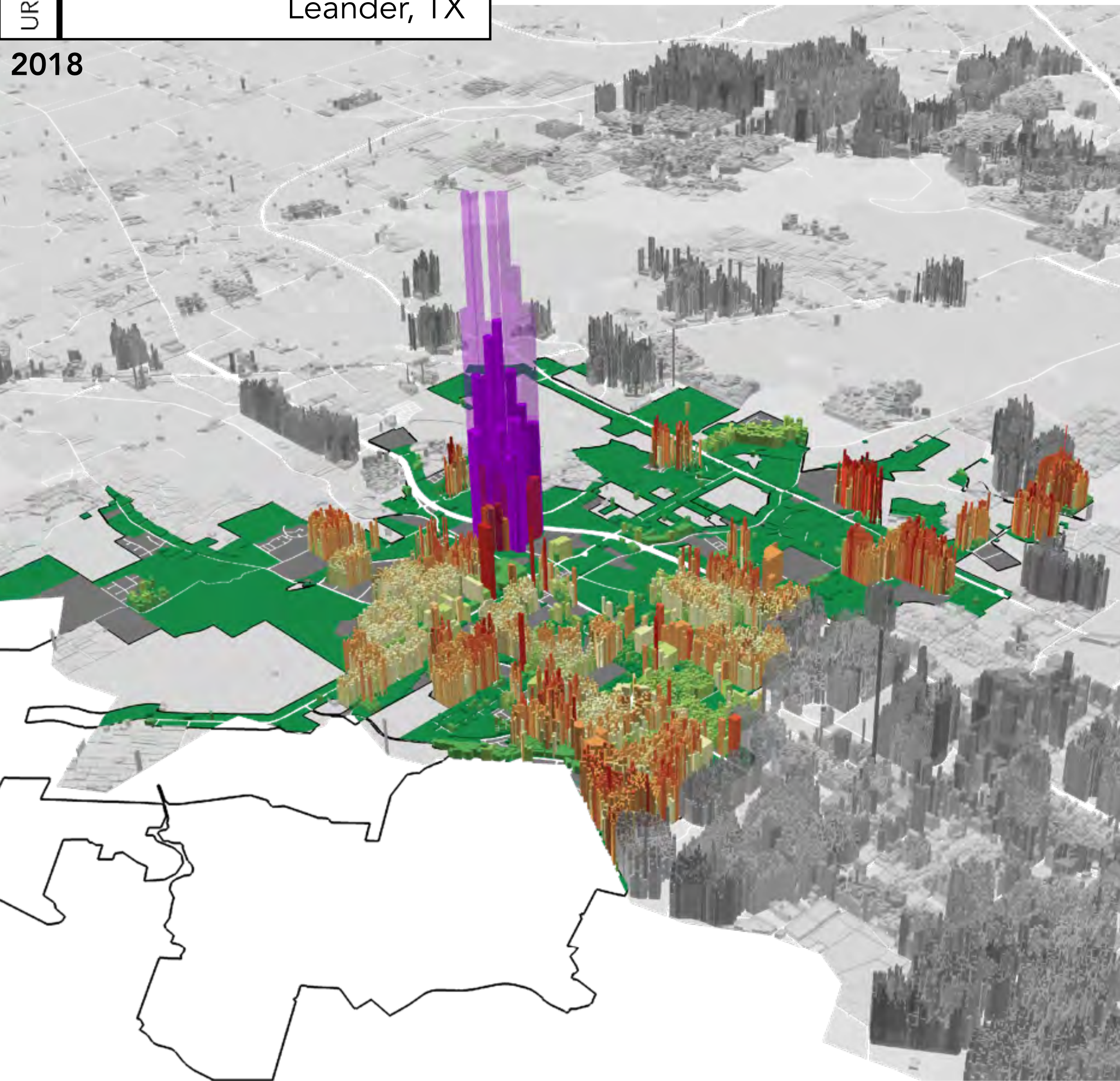


○ Phases 1 & 2

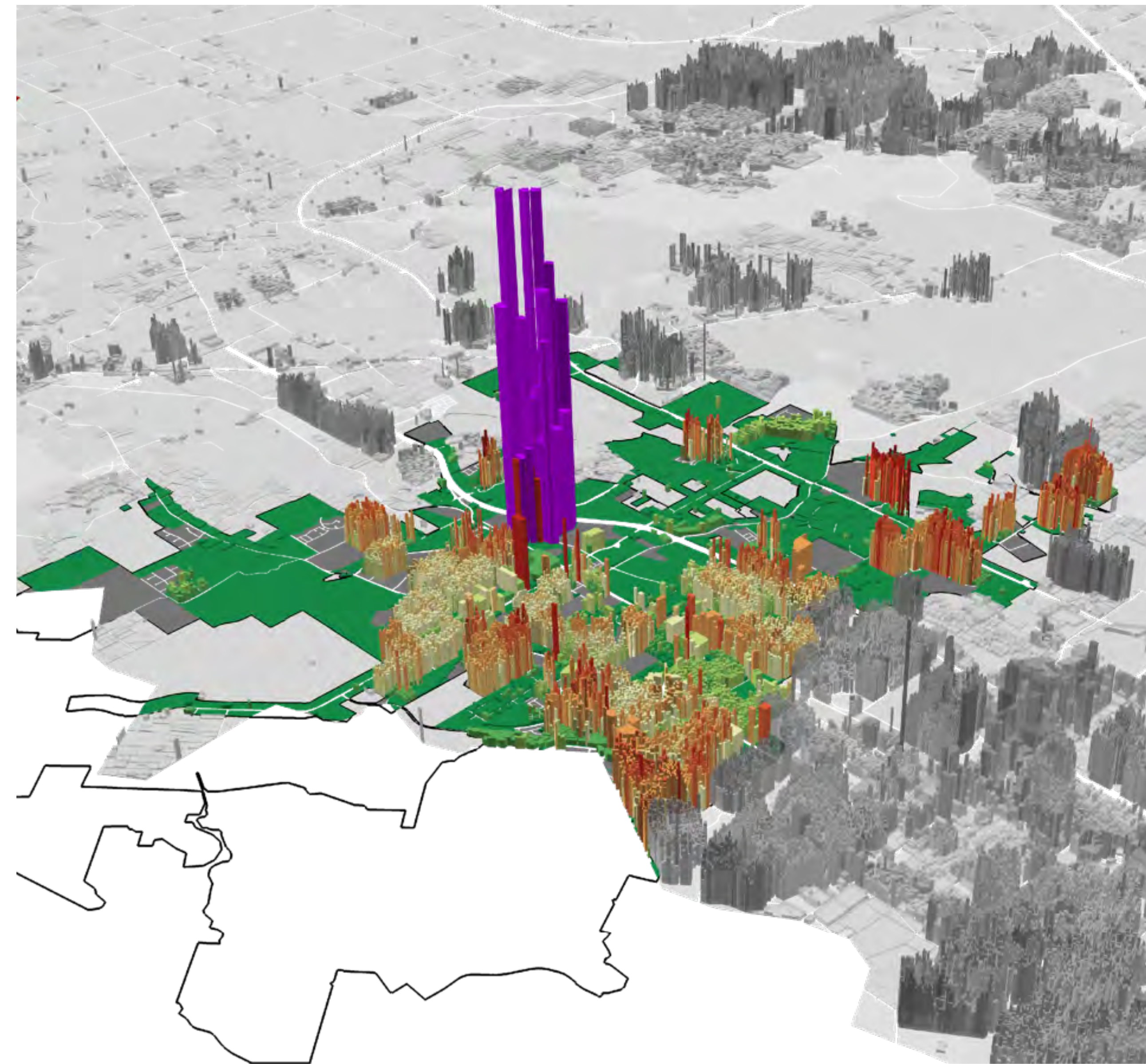
Northline TOD

Leander, TX

2018

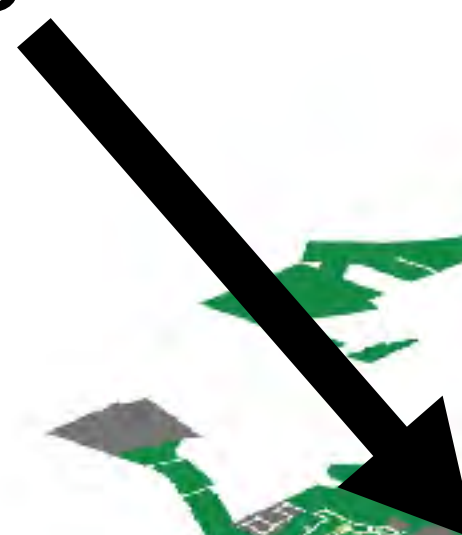


2025 Value



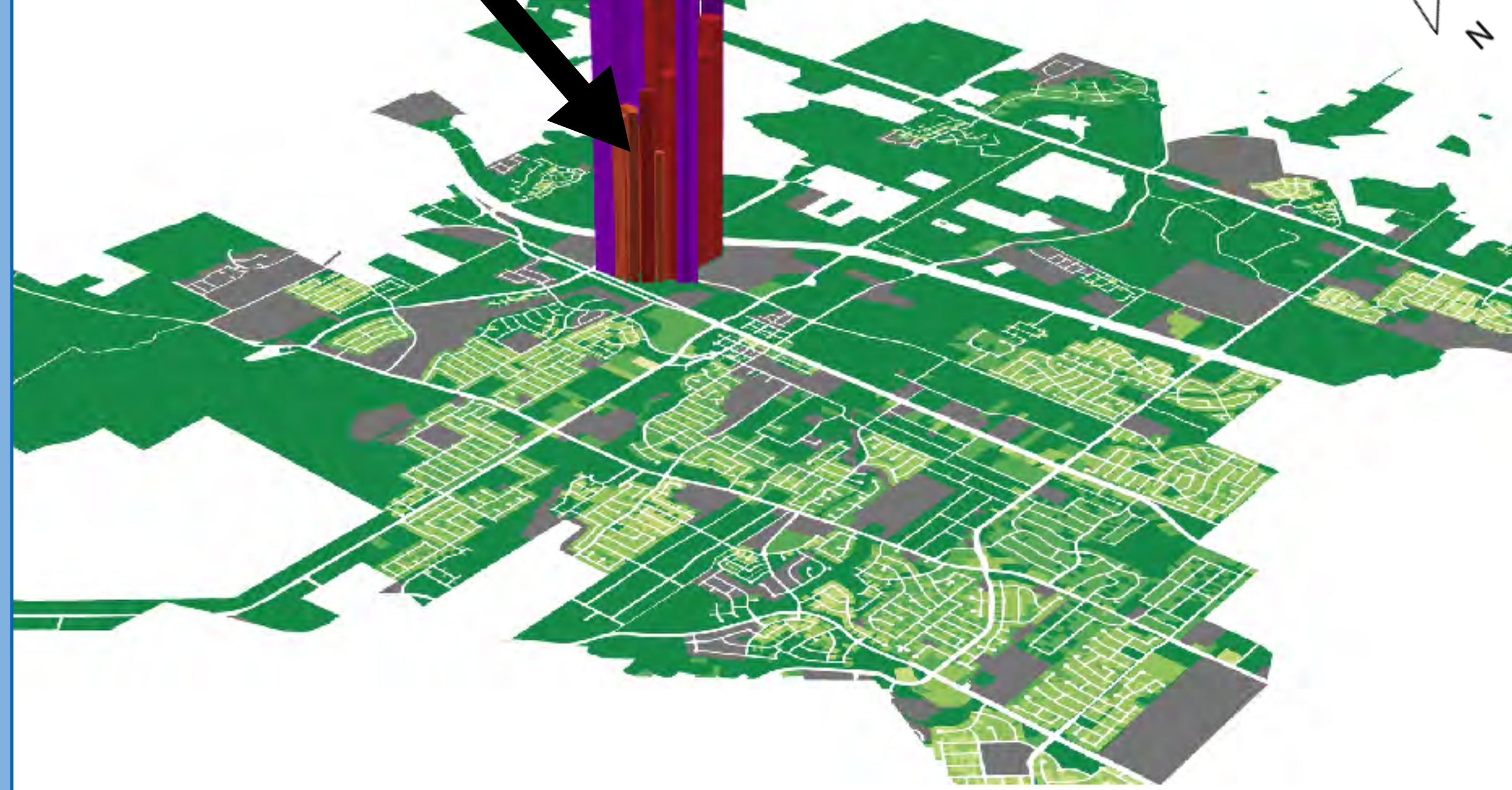
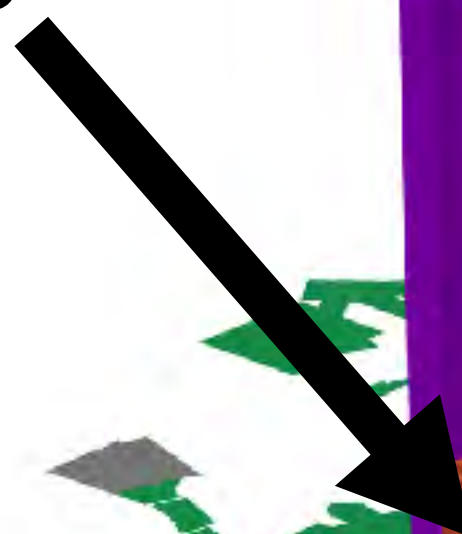
2038 Value

Northline TOD

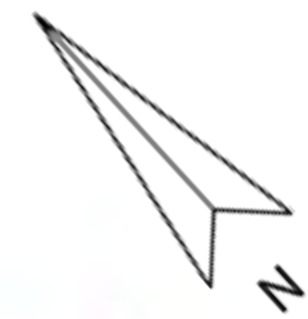
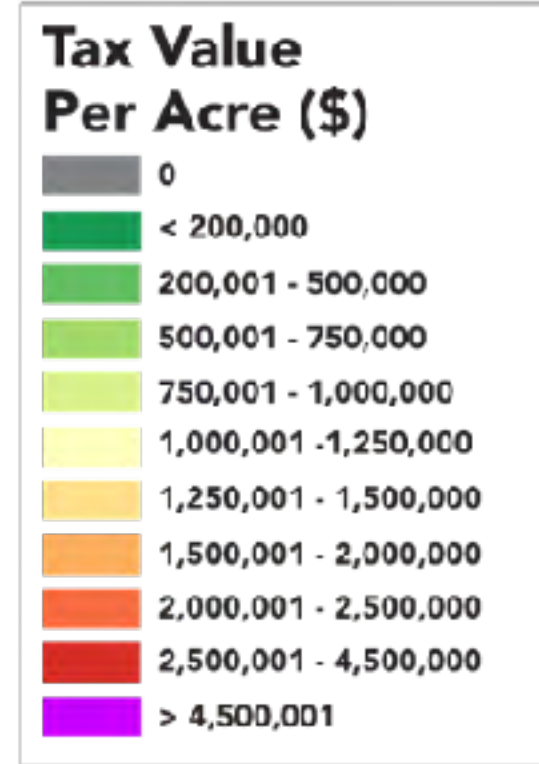


Cedar Park Comp

Northline TOD



2038 Value



\$60M

Northline TOD



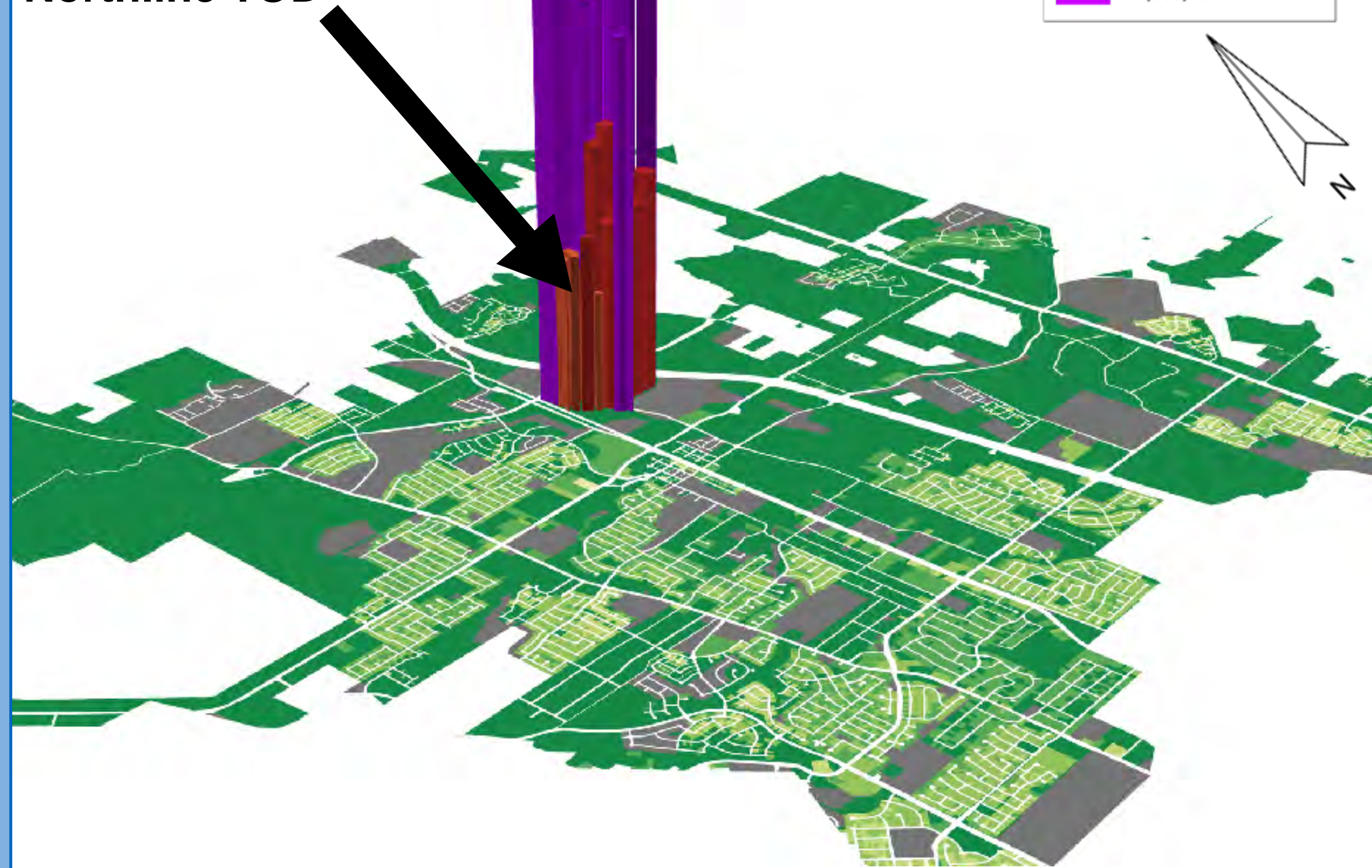
Cedar Park Comp

Projected
 Total Taxable Value **\$59 m**
 Average VPA **\$509,255**
 Top VPA **\$1.5 m**

Tax Value
Per Acre (\$)

\$733M

Northline TOD



2038 Value

Projected
 Total Taxable Value **\$733 m**
 Average VPA **\$7,715,790**
 Top VPA **\$69.6 m**

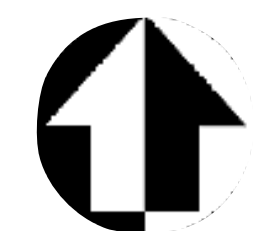


Case Study: Economic MRI®
2014

Peoria, Illinois






Land Use Analysis

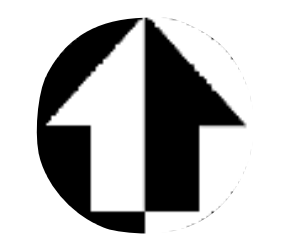
Peoria County, IL



Land Use Analysis

Peoria County, IL

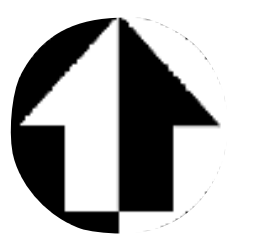
	Water
	Vegetation
	Roads/Transport
	Parking
	Driveway



Land Use Analysis

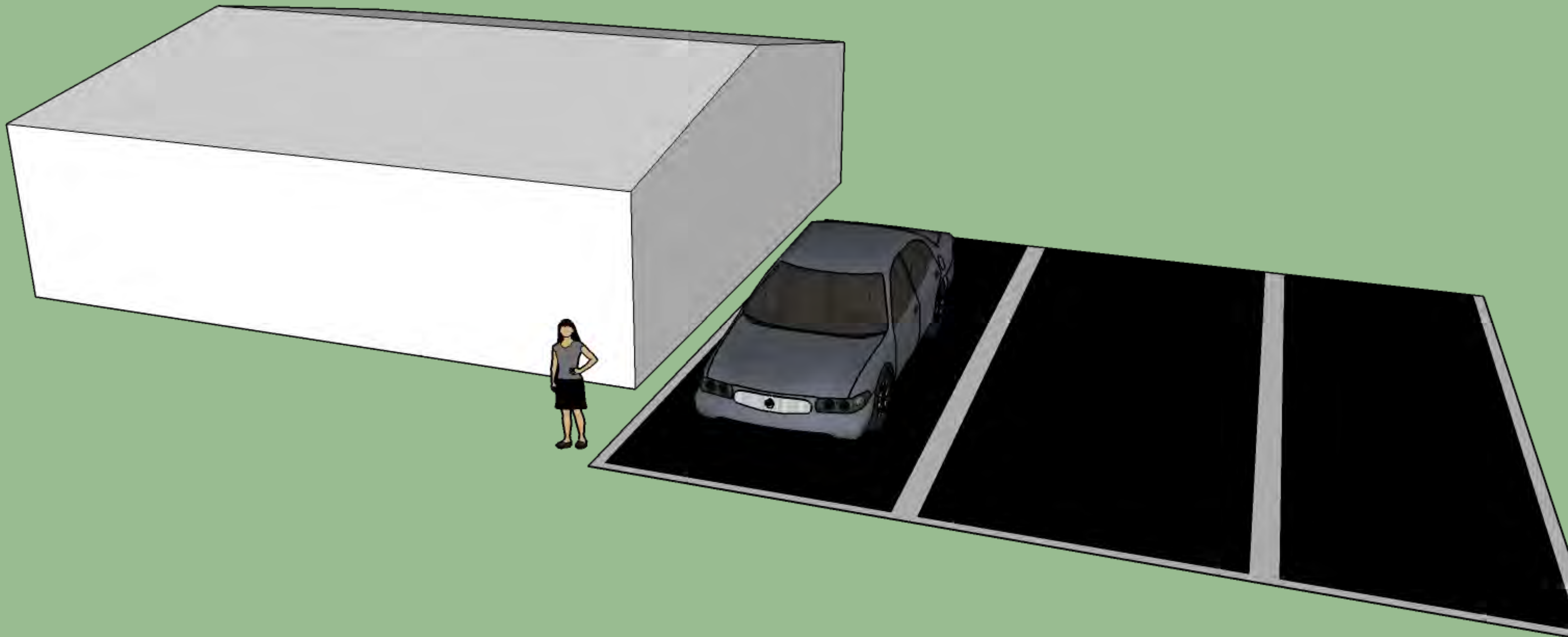
Peoria County, IL

	Water
	Vegetation
	Roads/Transport
	Parking
	Driveway
	Buildings



What is Parking?

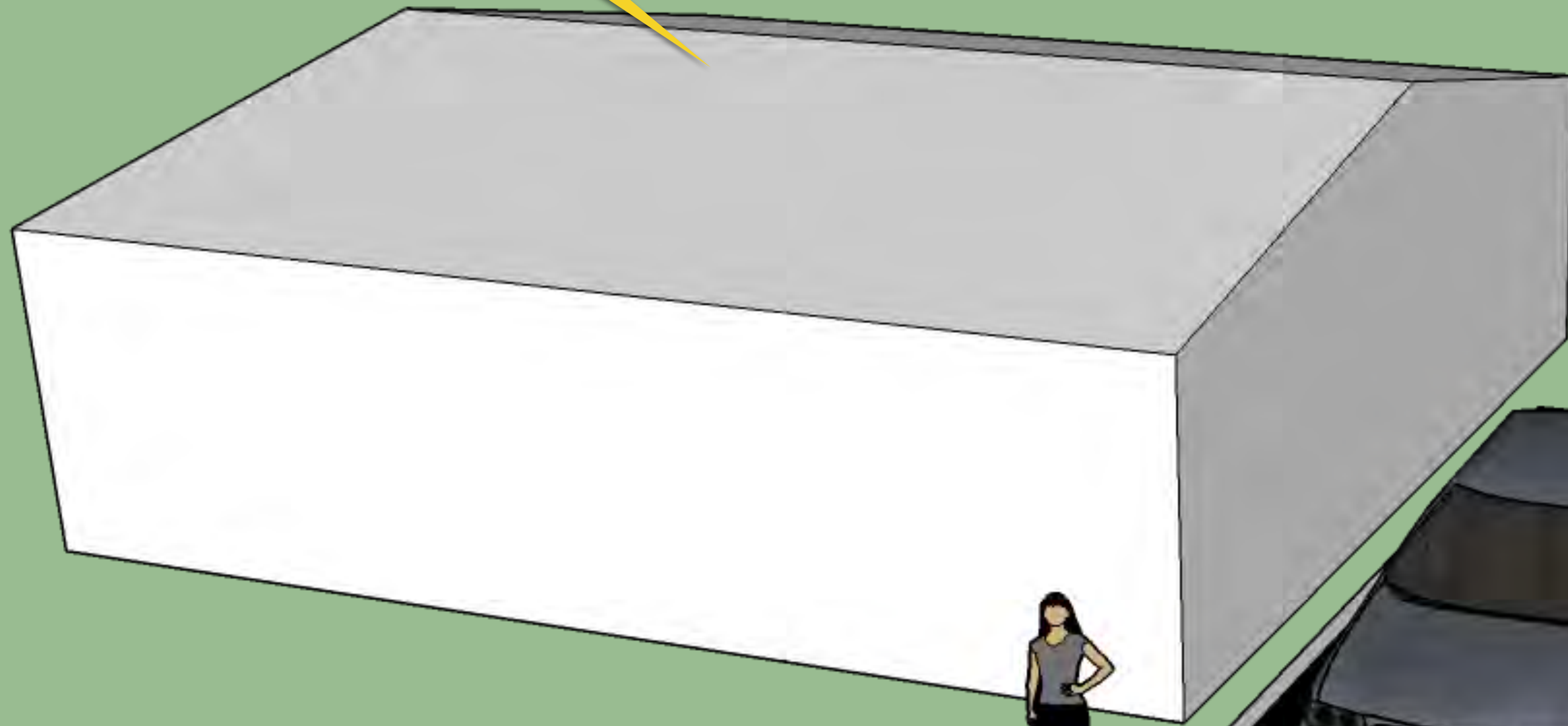
Measuring space



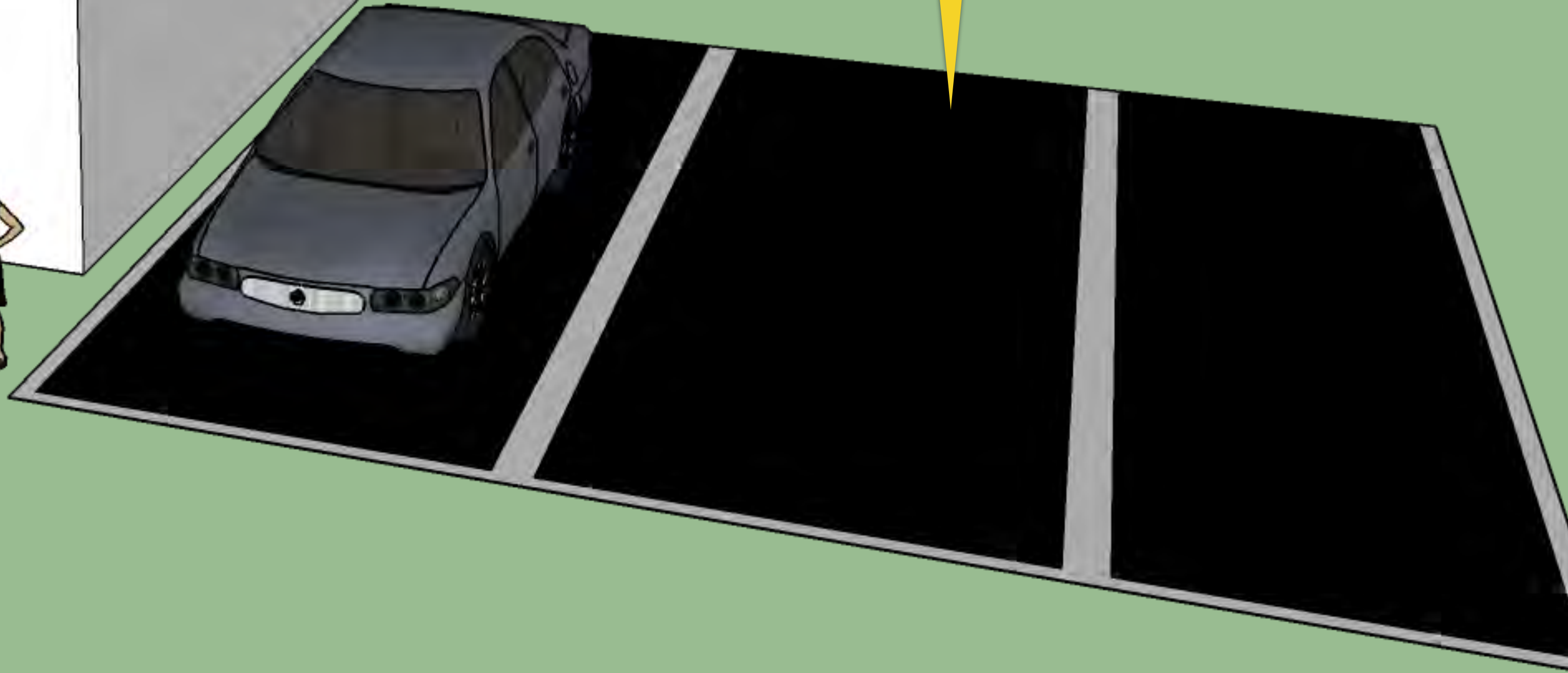
What is Parking?

Measuring space

Average Building
1,172 sq.ft.



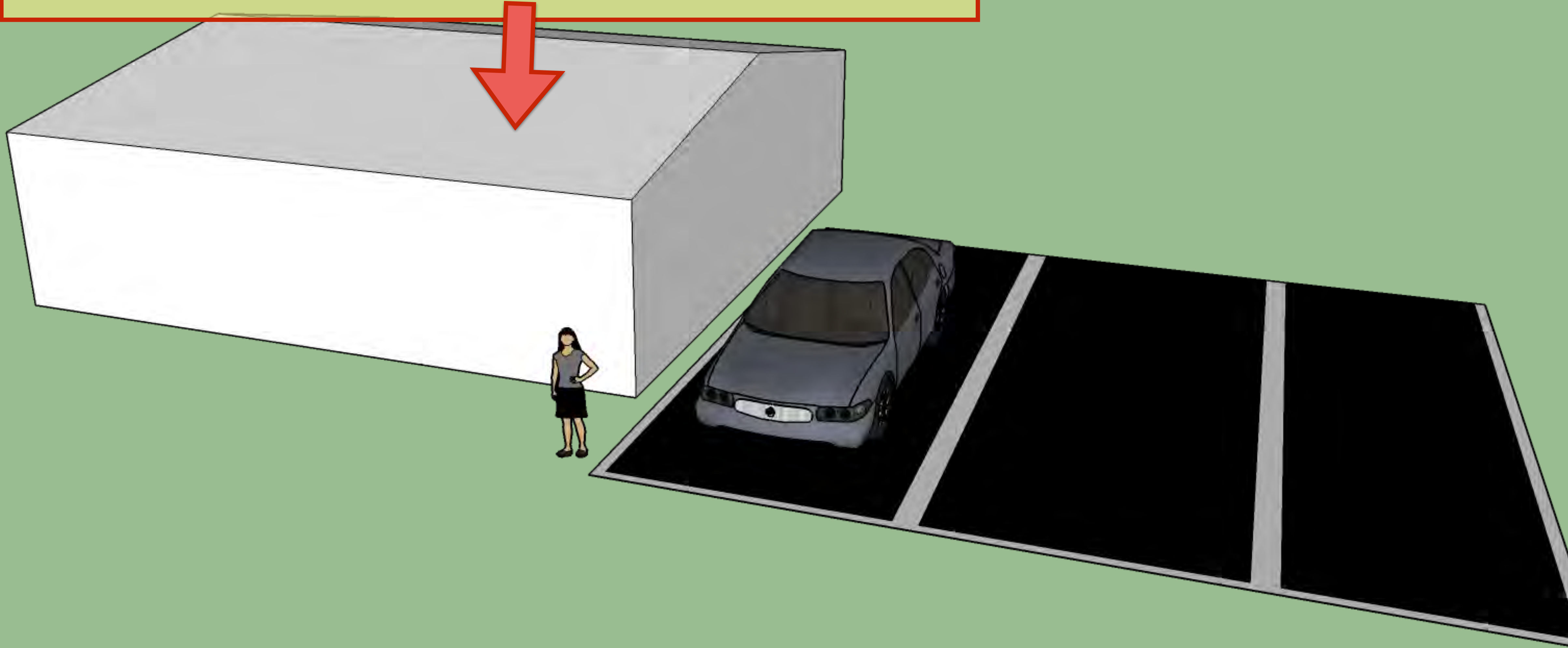
Average Parking (2.5 spaces)
875 sq.ft.



What is Parking?

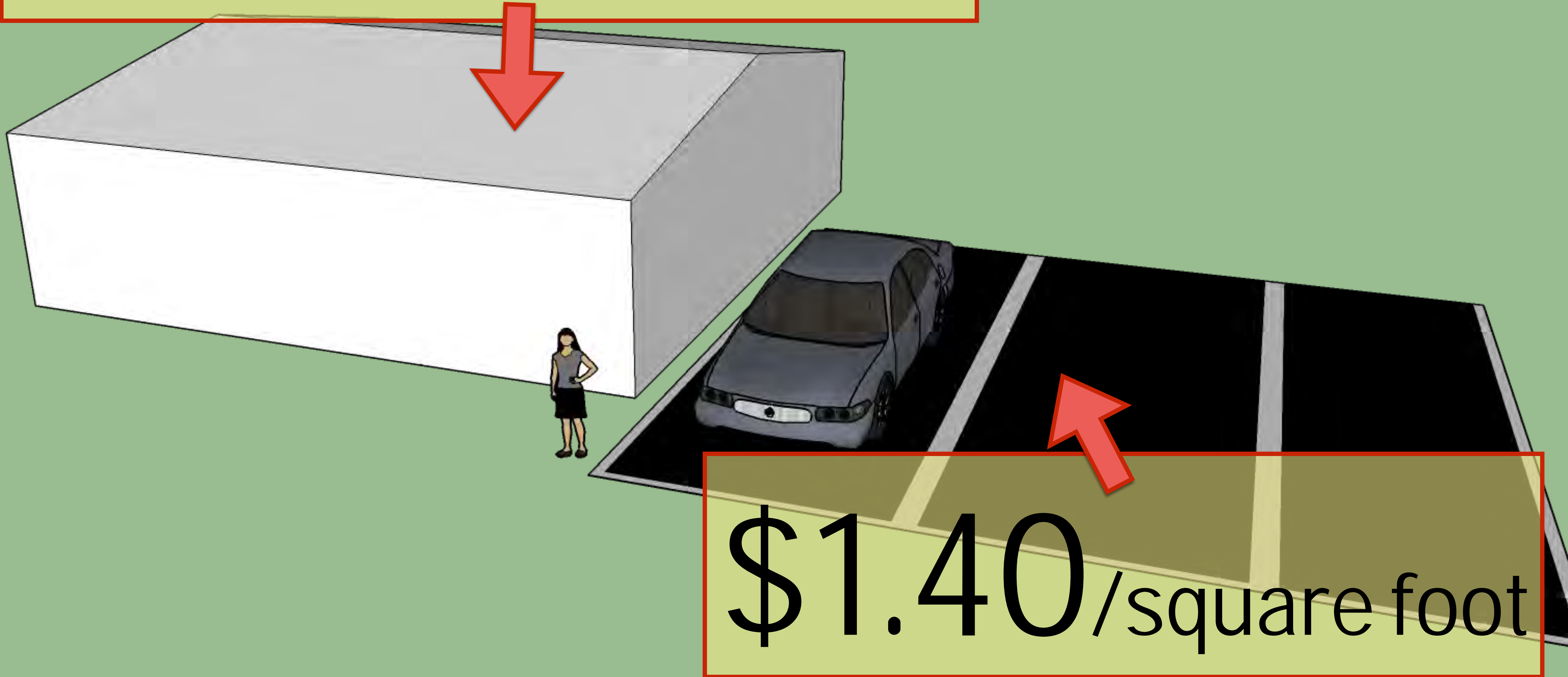
Measuring space

\$34.60/square foot



\$34.60/square foot

What is Parking?
Measuring space



\$1.40/square foot

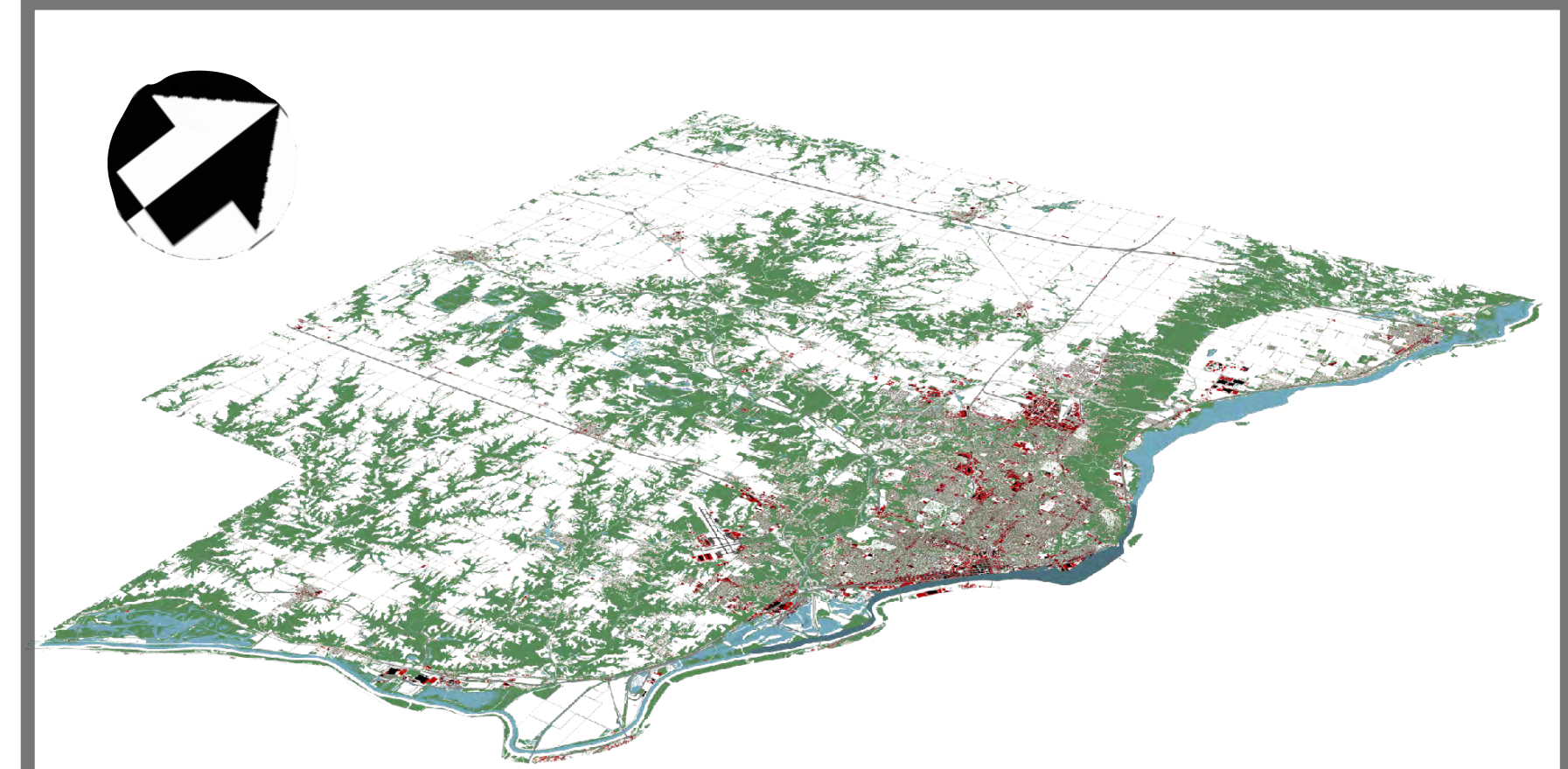
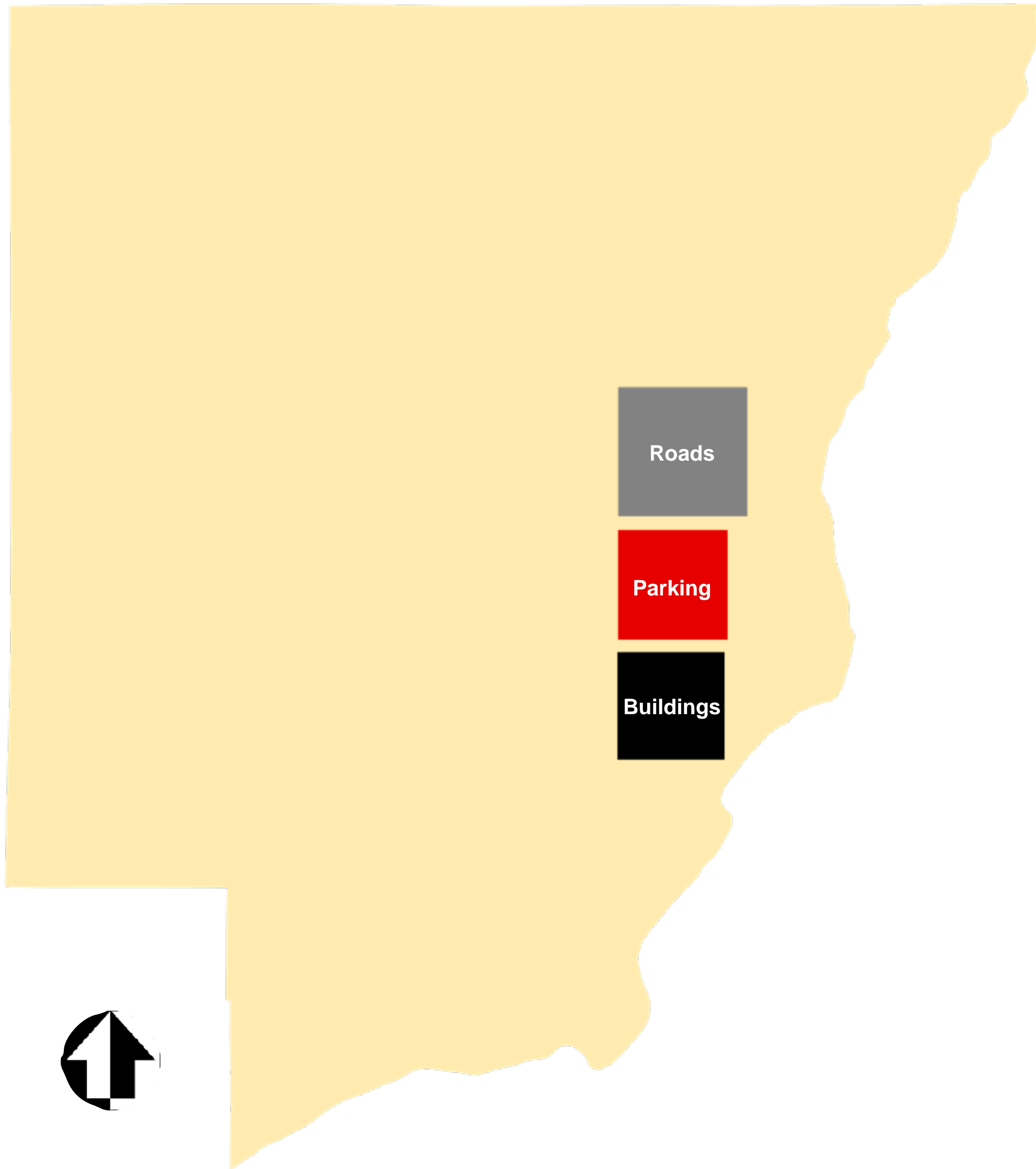





Land Use Analysis

Peoria, IL

POWERED BY
esri

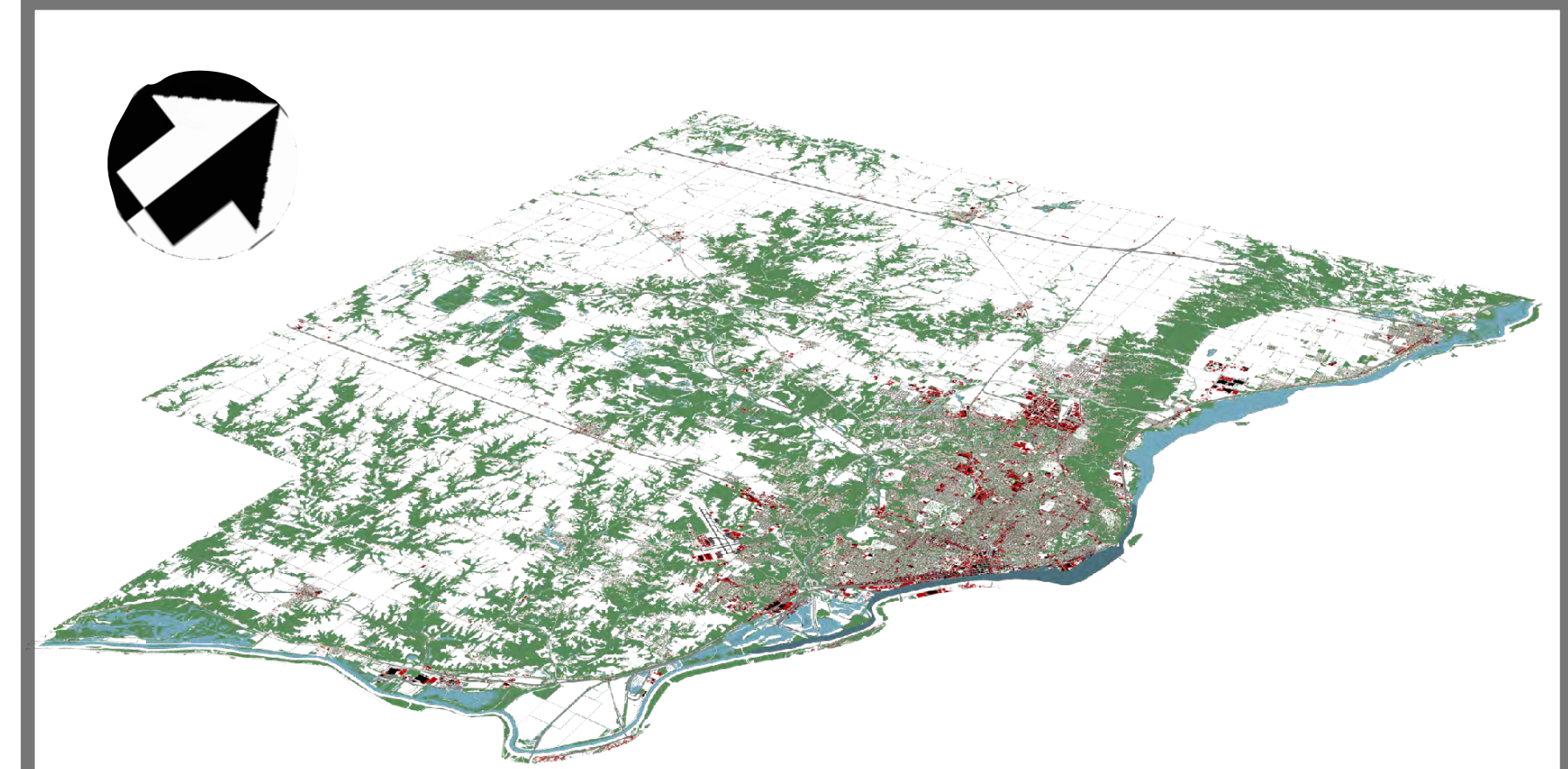
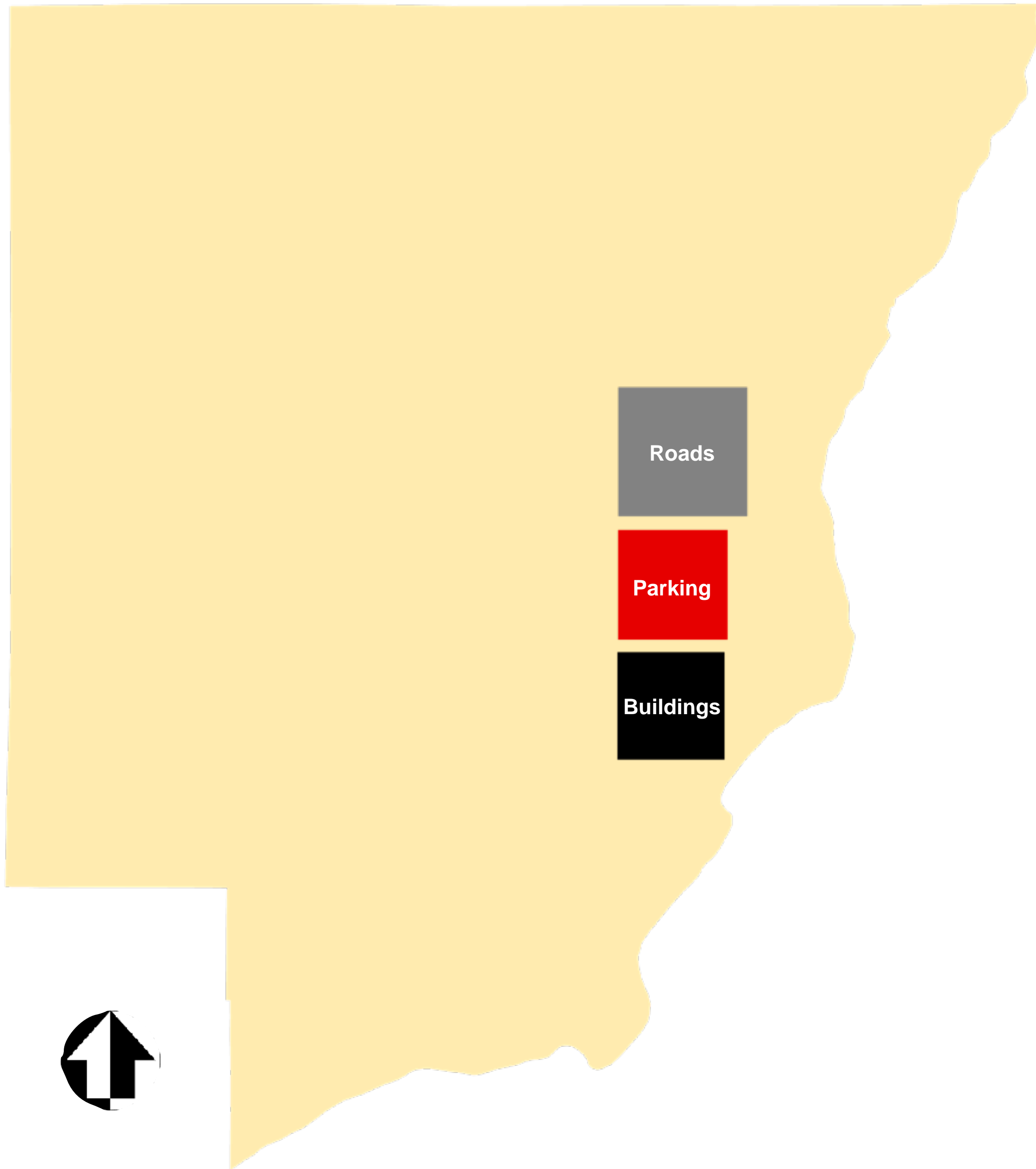
URBAN3



Type	Area (sq. miles)	Value or Cost
 Buildings	8.6	
 Parking	9.0	
 Roads	12.4	

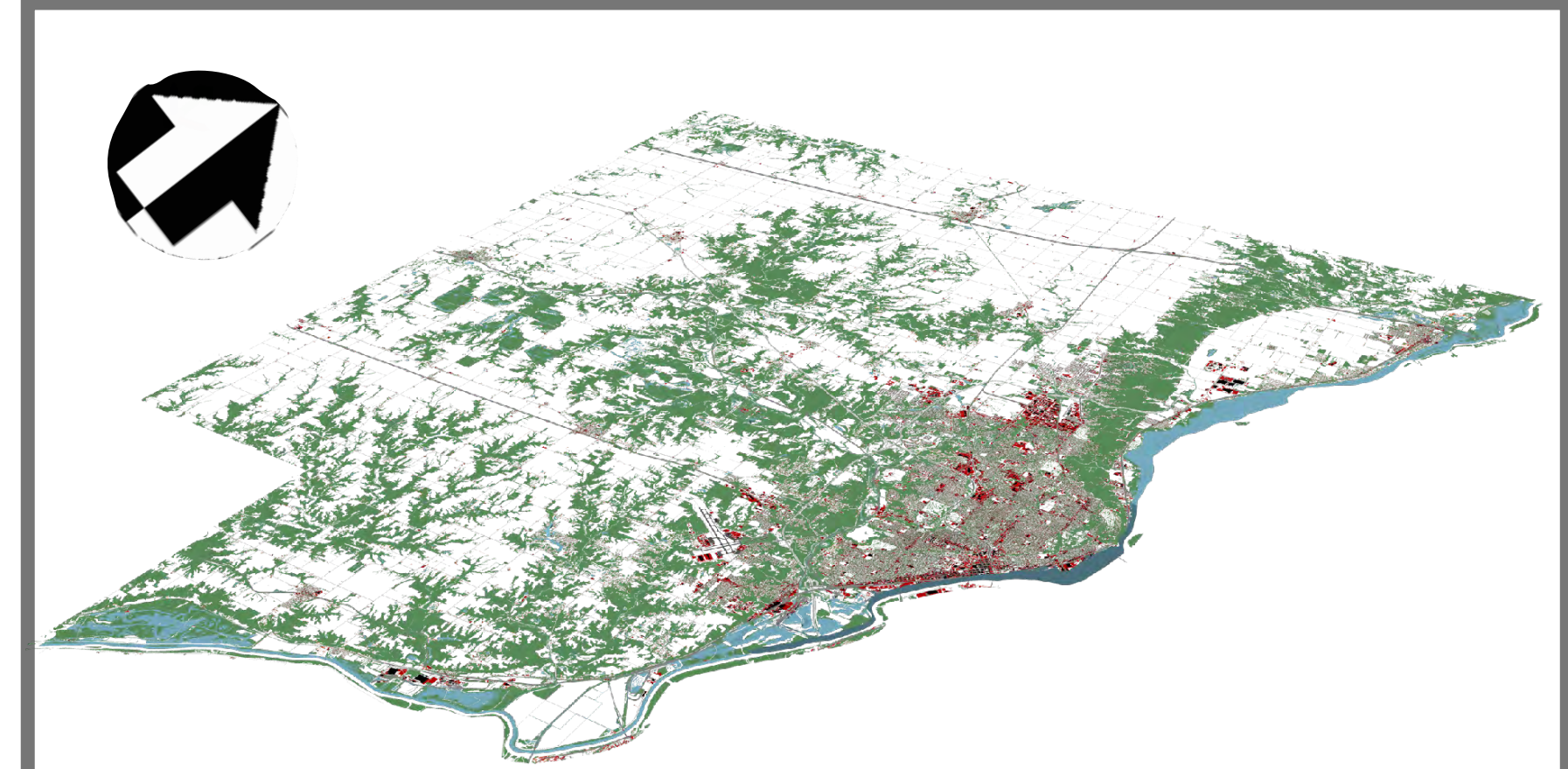
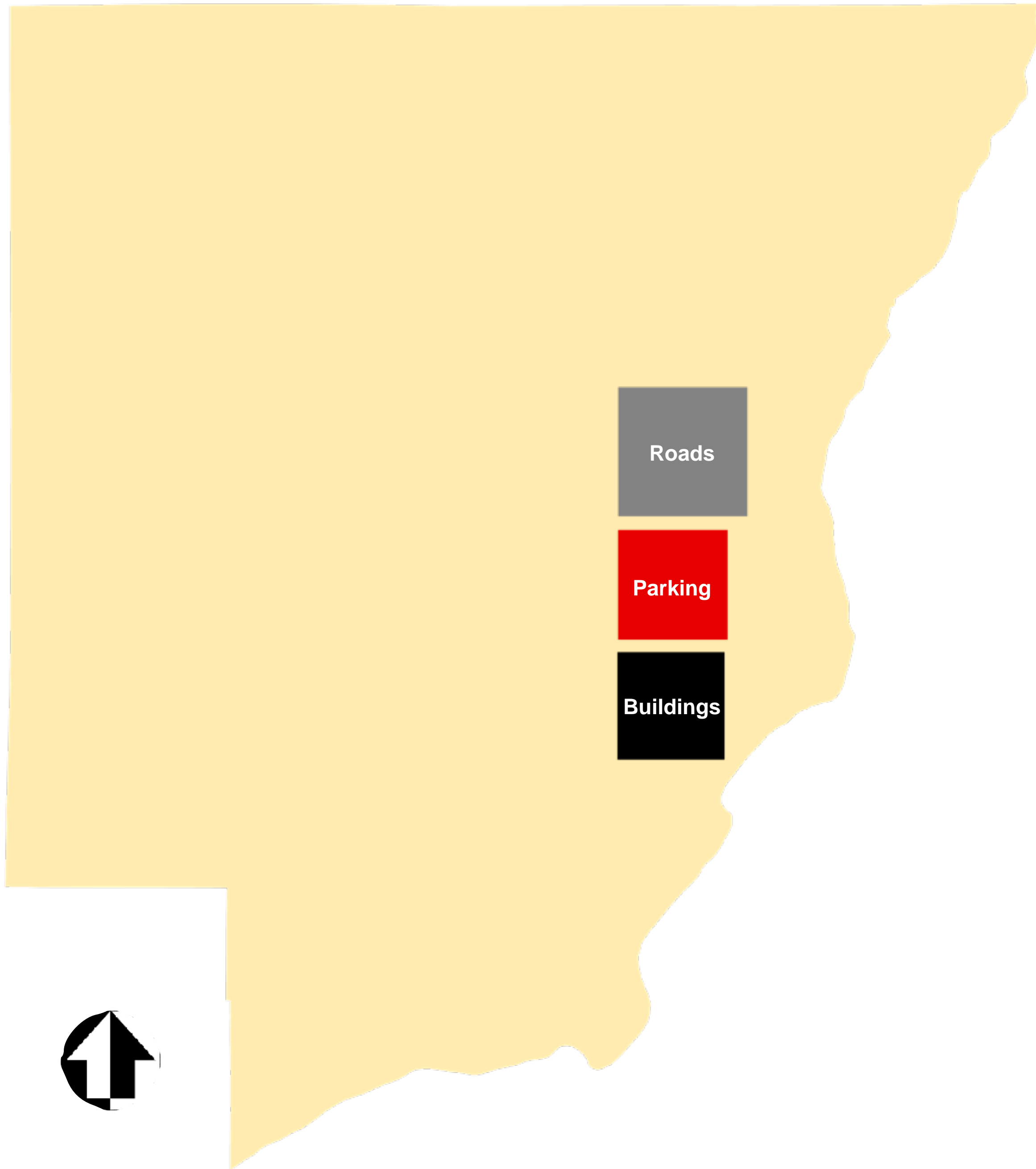
Land Use Analysis

Peoria County, IL



Type	Area (sq. miles)	Value or Cost
Buildings	8.6	\$8,300 million
Parking	9.0	\$355 million
Roads	12.4	- \$3,100 million
All Else	540	\$2,000 million

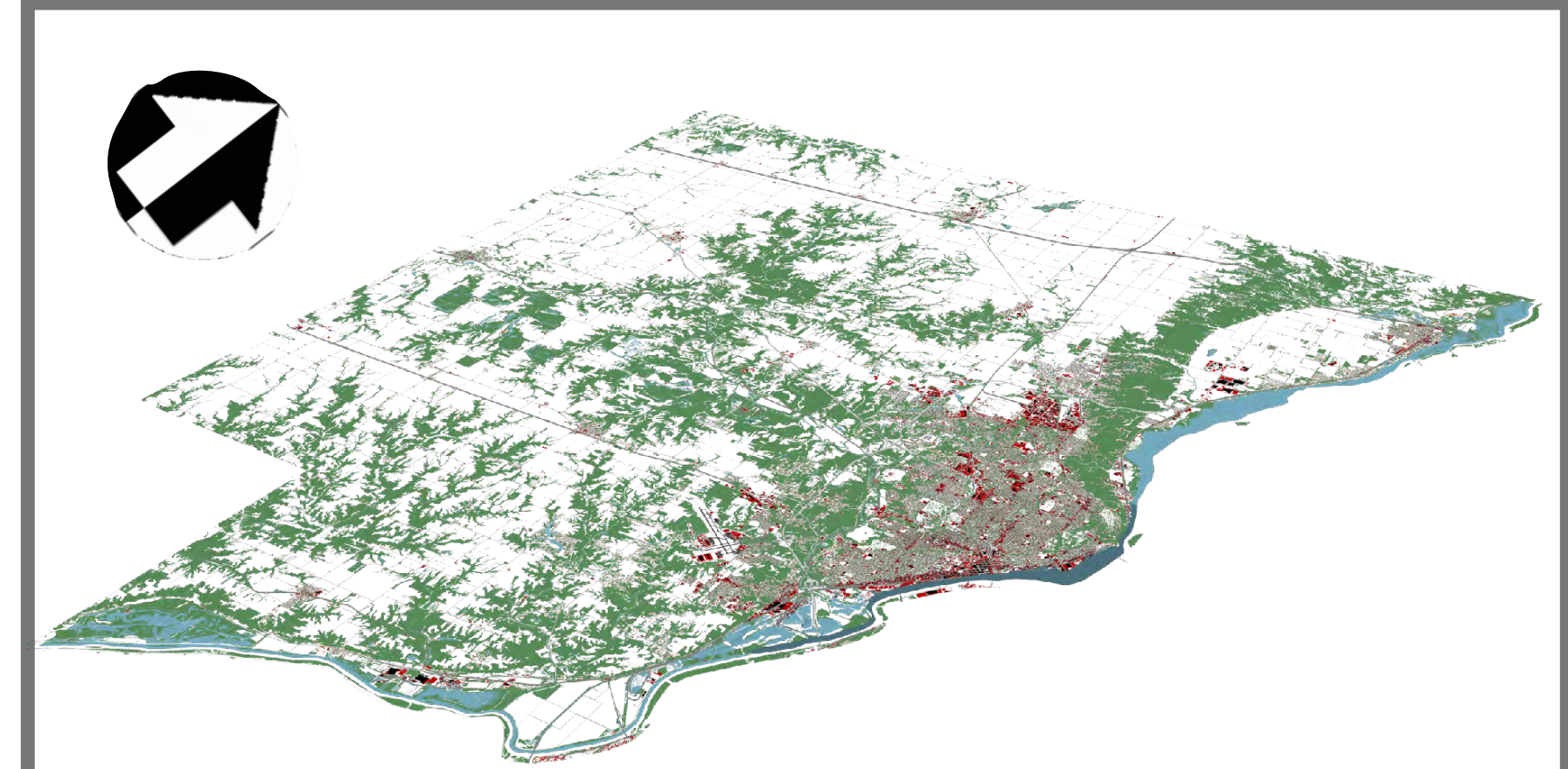
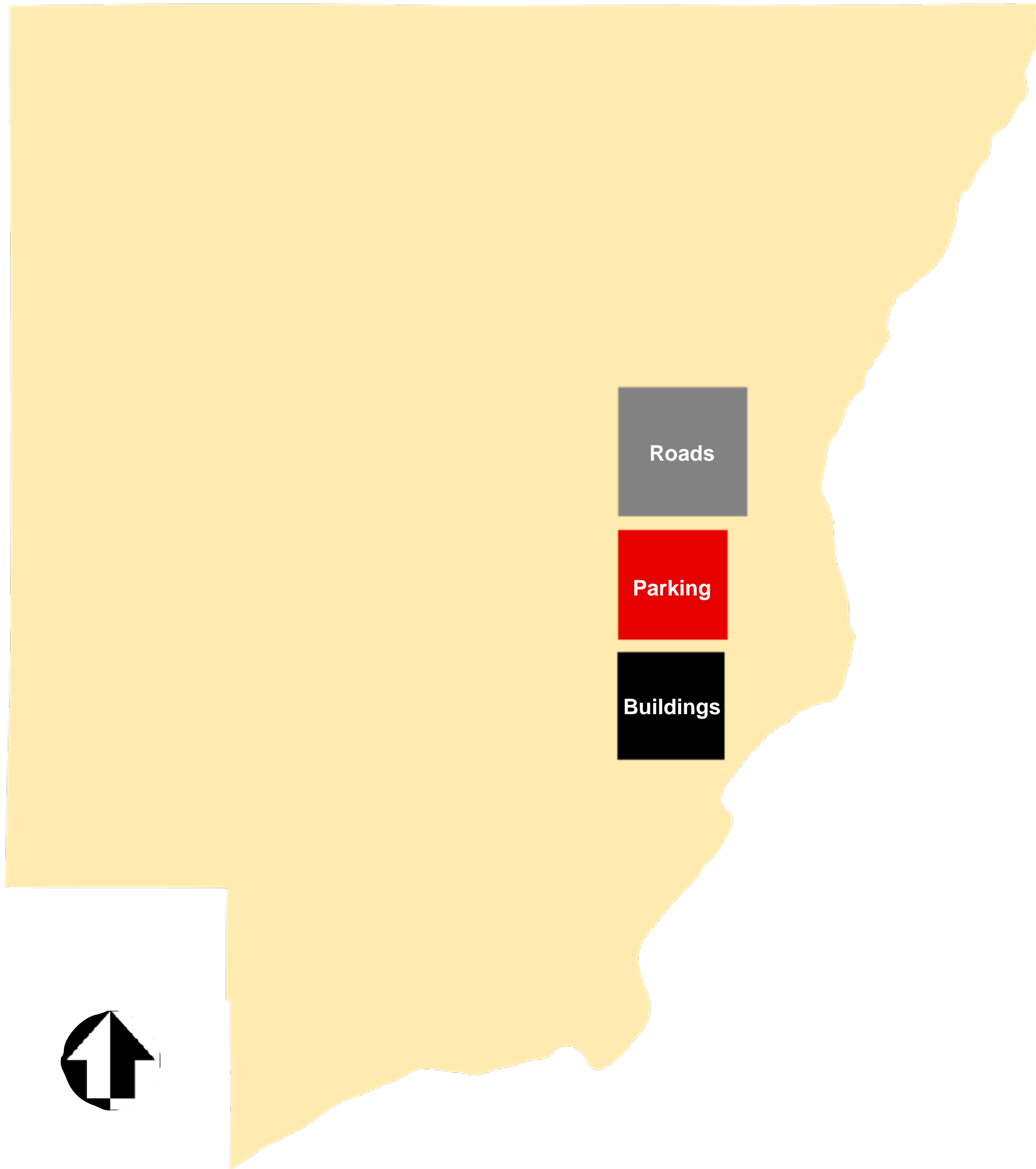
Land Use Analysis
Peoria County, IL



Type	Area (sq. miles)	Value or Cost/Sq.Mile
Buildings	8.6	
Parking	9.0	
Roads	12.4	
All Else	540	

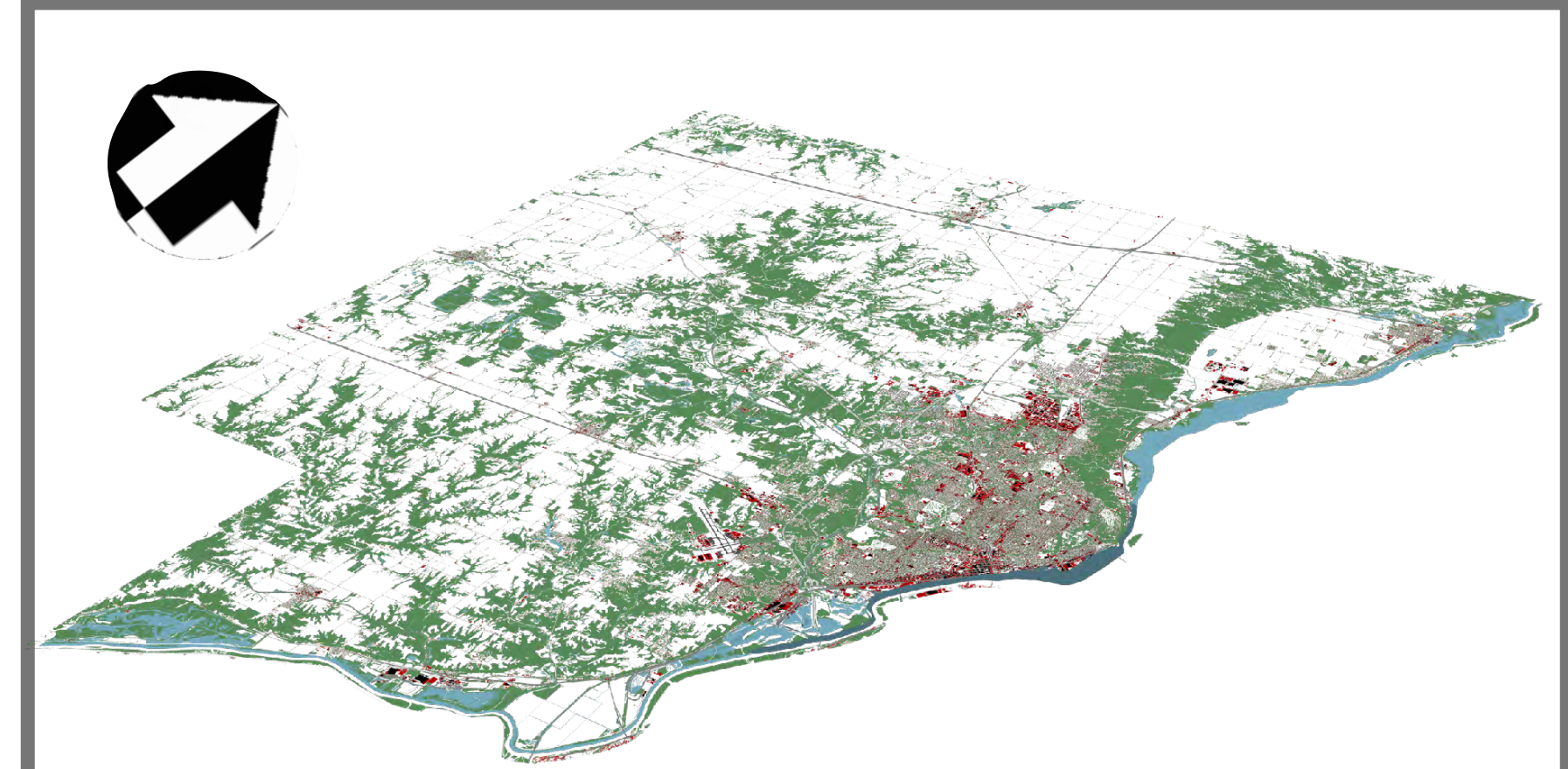
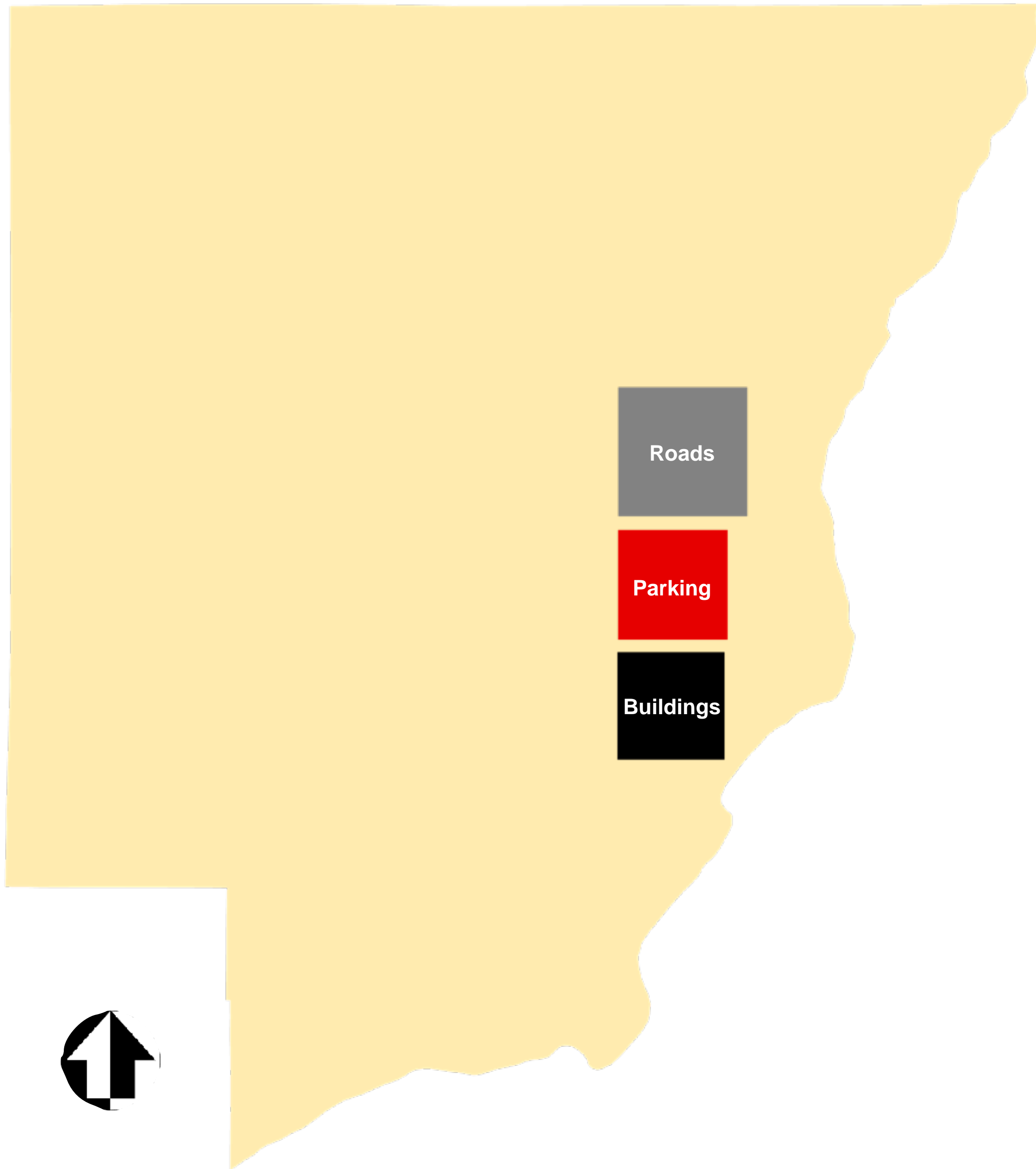
Land Use Analysis

Peoria County, IL



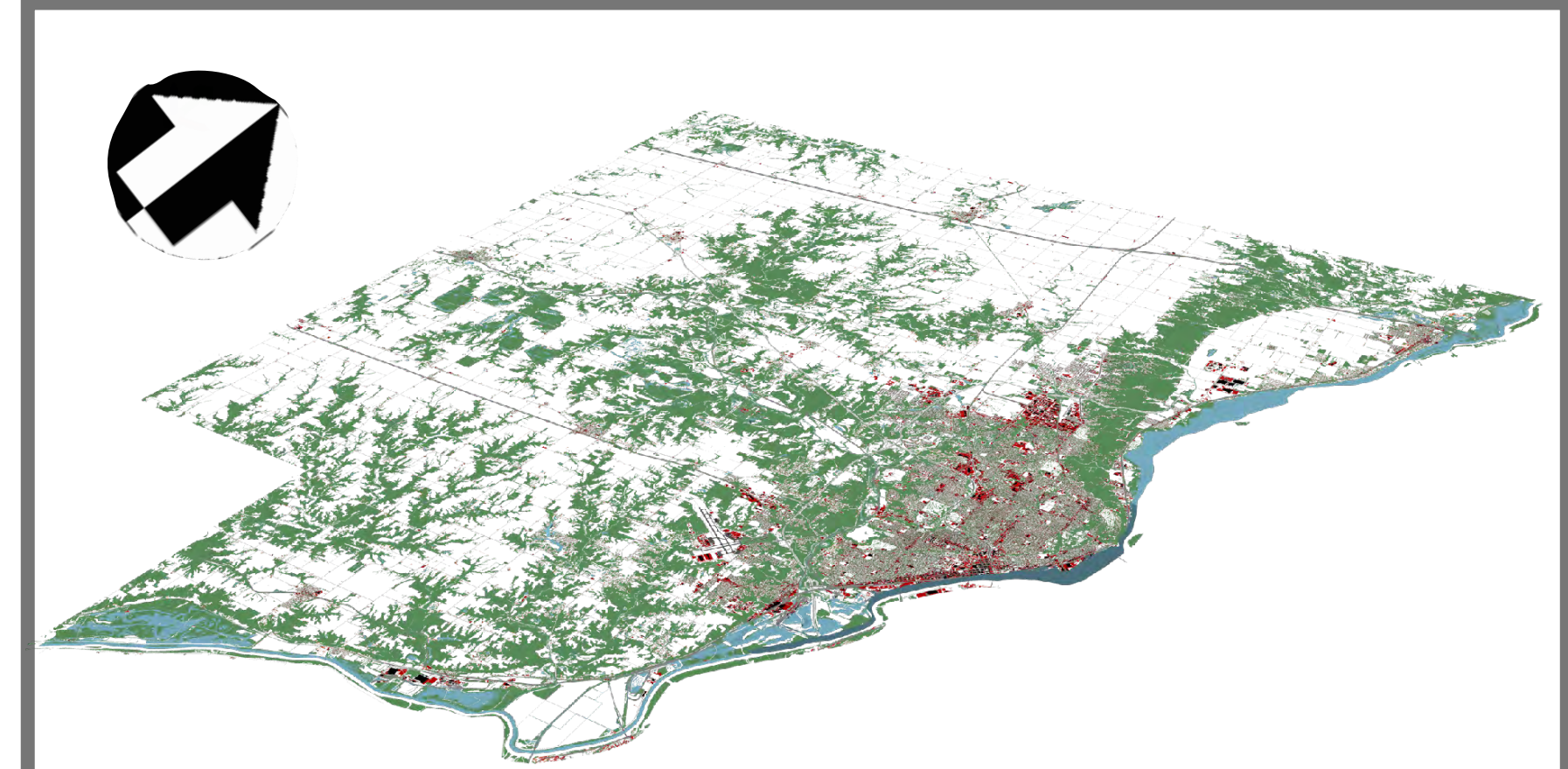
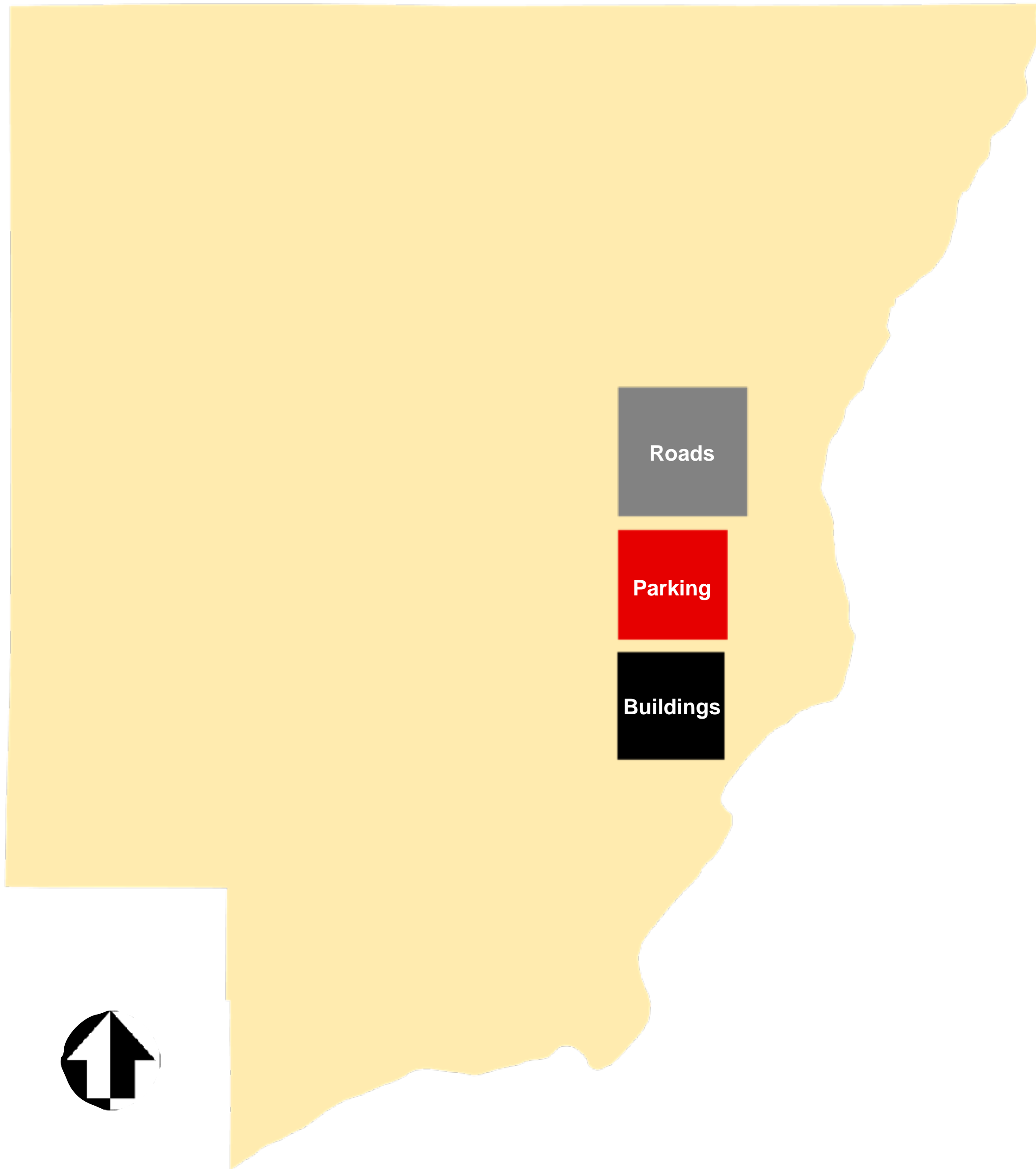
Type	Area (sq. miles)	Value or Cost/Sq.Mile
Buildings	8.6	\$965 million
Parking	9.0	
Roads	12.4	
All Else	540	





Land Use Analysis
Peoria County, IL



Type	Area (sq. miles)	Value or Cost/Sq.Mile
Buildings	8.6	\$965 million
Parking	9.0	\$39 million
Roads	12.4	
All Else	540	

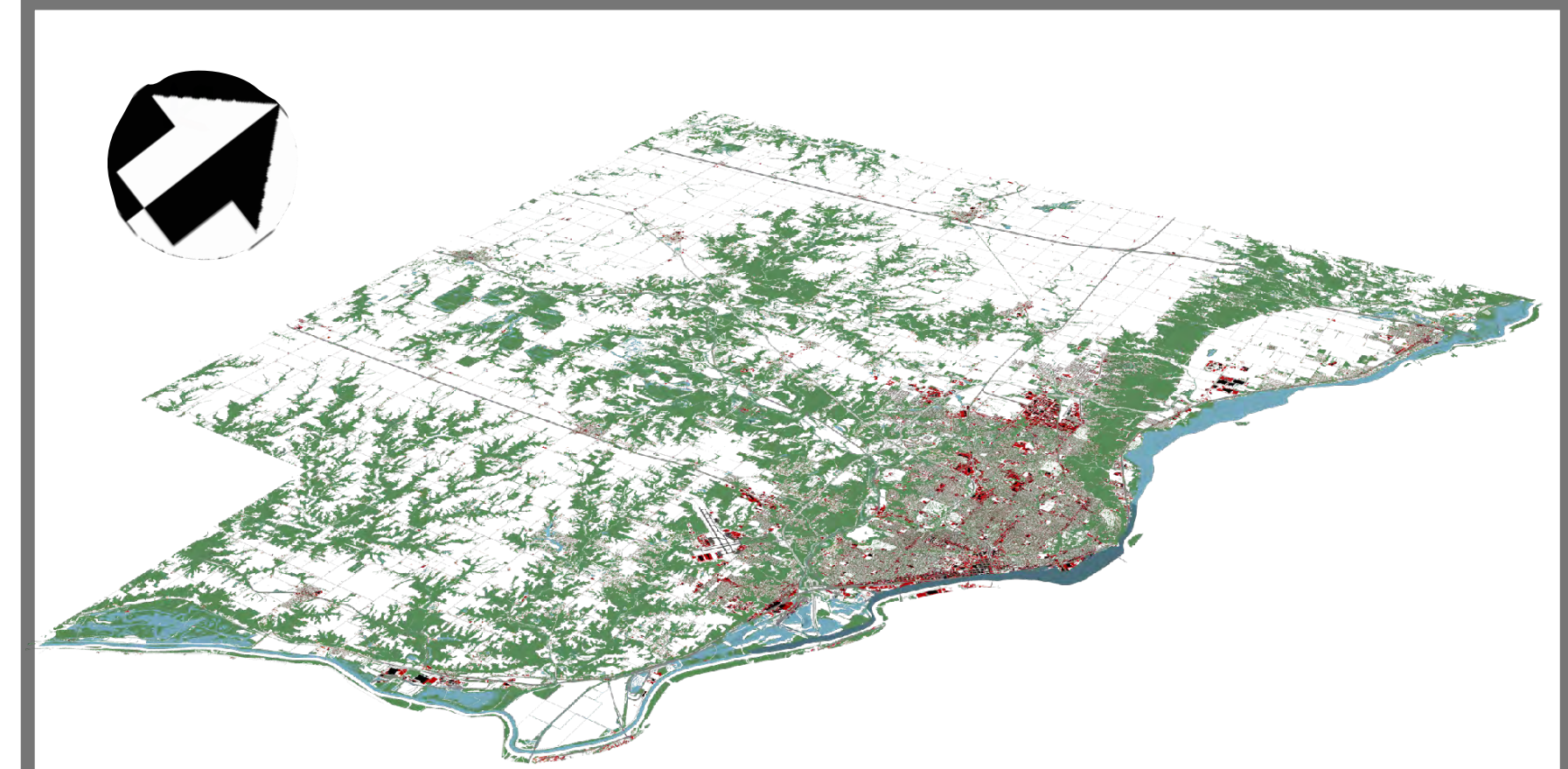
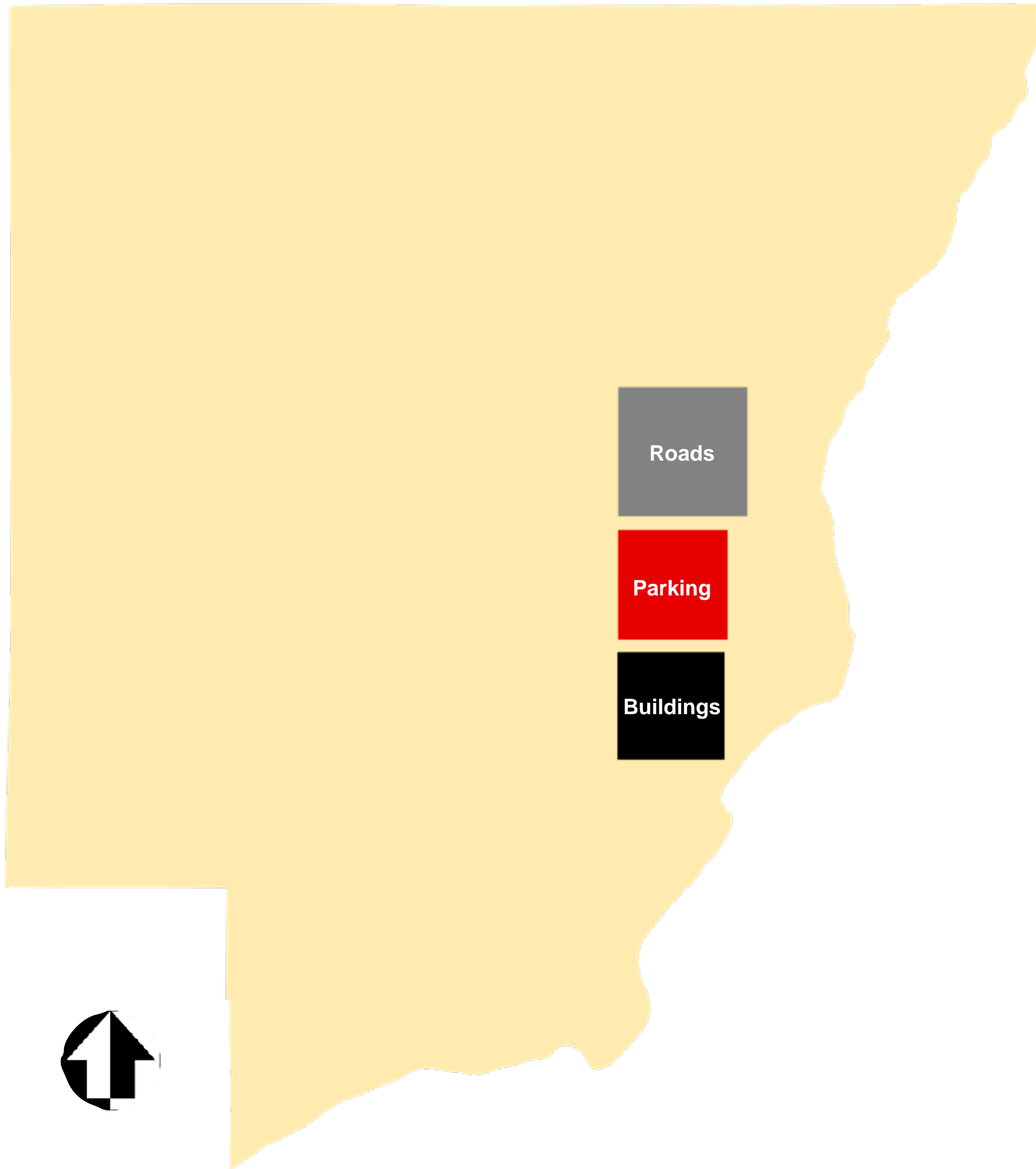
Land Use Analysis
Peoria County, IL



Type	Area (sq. miles)	Value or Cost/Sq.Mile
 Buildings	8.6	\$965 million
 Parking	9.0	\$39 million
 Roads	12.4	- \$250 million
 All Else	540	

Land Use Analysis

Peoria County, IL



Type	Area (sq. miles)	Value or Cost/Sq.Mile
Buildings	8.6	\$965 million
Parking	9.0	\$39 million
Roads	12.4	- \$250 million
All Else	540	\$4 million

Land Use Analysis
Peoria County, IL

Vancouver, BC

Peoria County, IL

Infrastructure Investment

URBAN3

Two Lane Road
2,252, Miles

Peoria, IL

UNITED STATES

CANADA



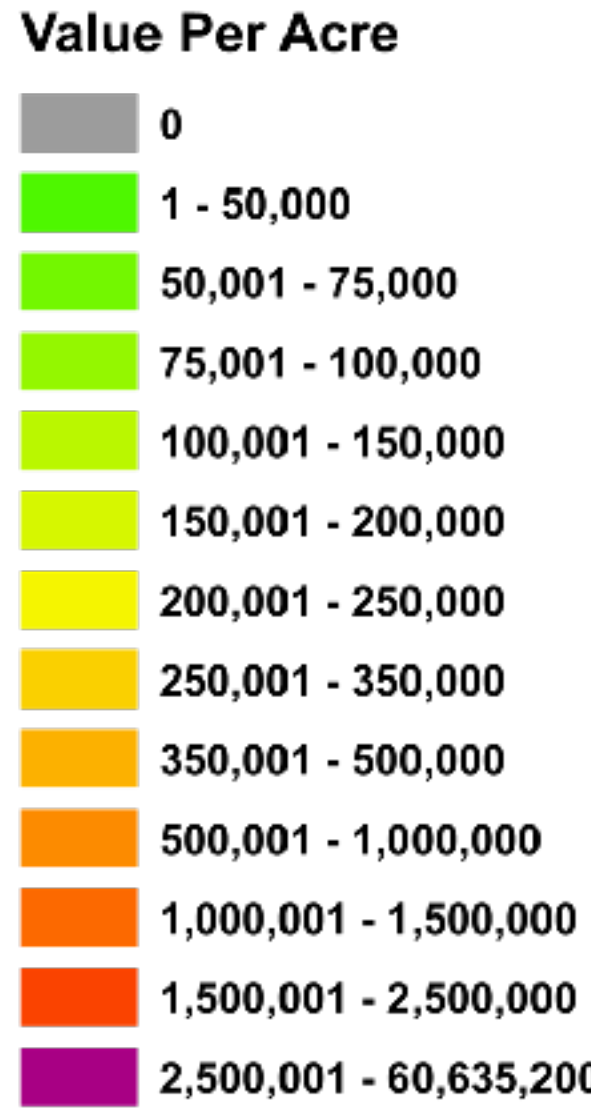
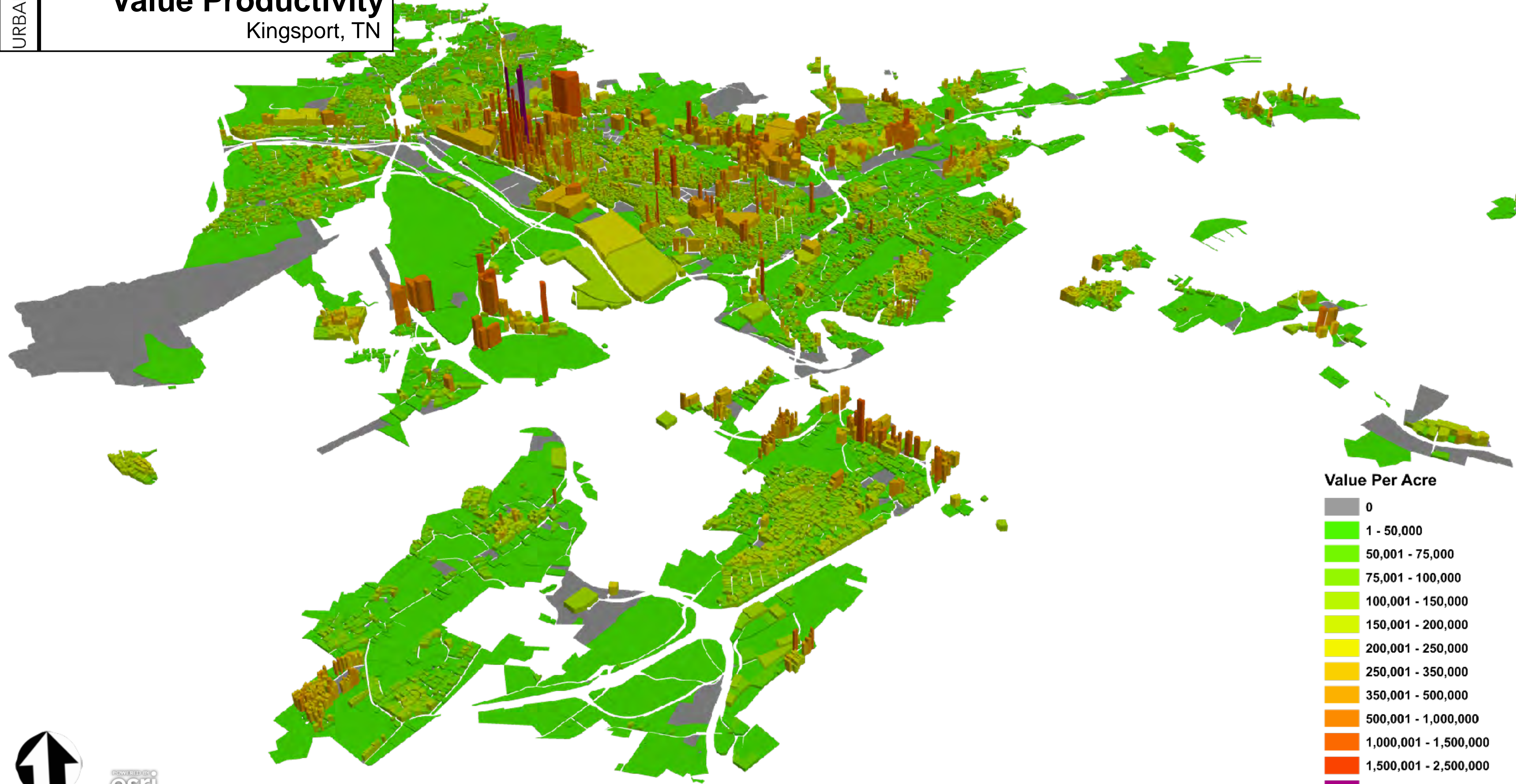


Case Study: Economic MRI®, Downtown Master Plan
2018

Kingsport, Tennessee

Value Productivity

Kingsport, TN



Parking Analysis

Kingsport, TN



Combined

VPA: \$ 40,252

Assessed: \$ 30,800

Acres: 0.77

Improvement: \$16,400

Land Value: \$60,600

Land VPA: \$79,197

Parking Analysis

Kingsport, TN



Combined

VPA: \$ 40,252

Assessed: \$ 30,800

Acres: 0.77

Improvement: \$16,400

Land Value: \$60,600

Land VPA: \$79,197

50¢ /sq.ft.

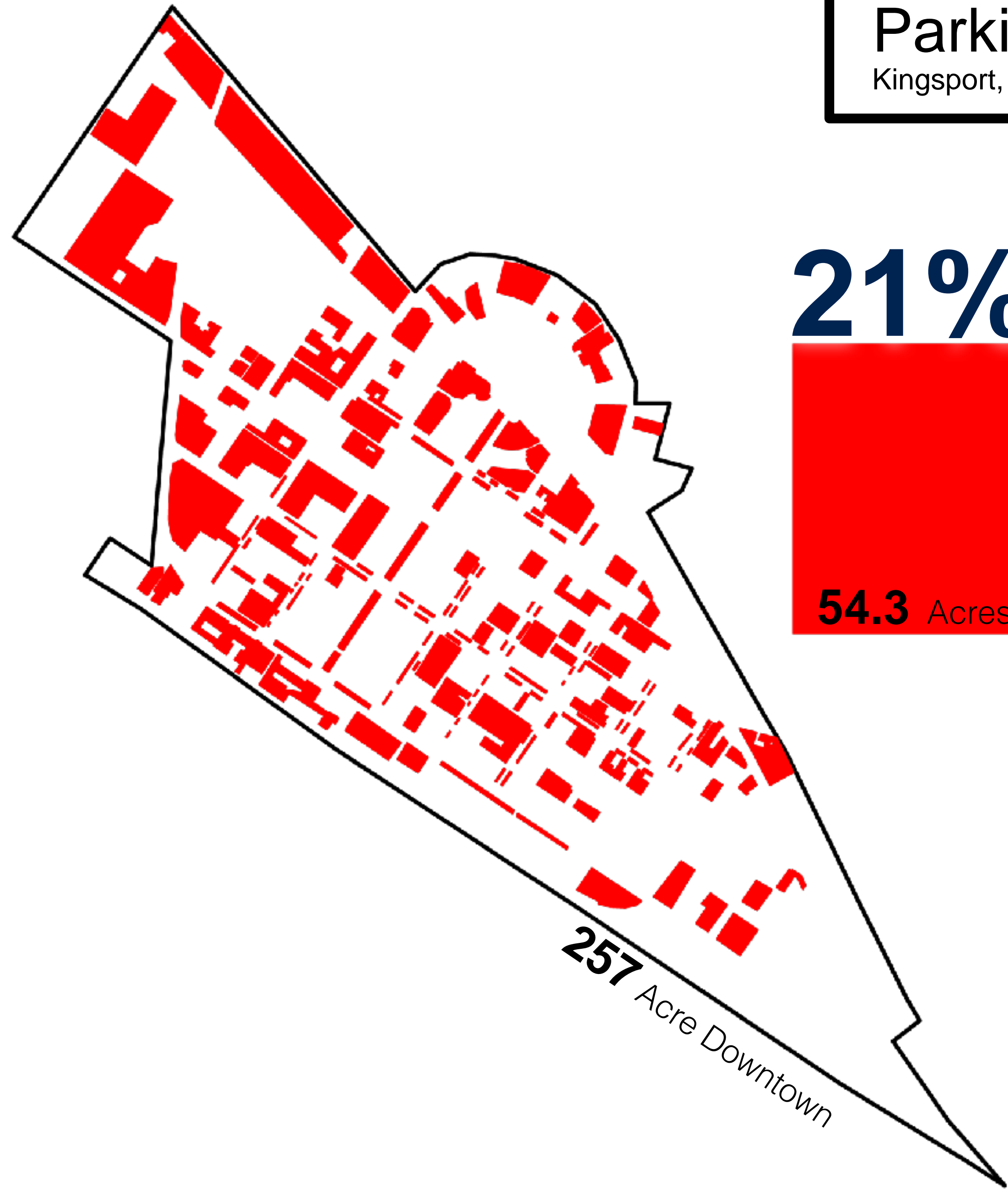
Parking Analysis

Kingsport, TN



Parking Analysis

Kingsport, TN



21% Parking



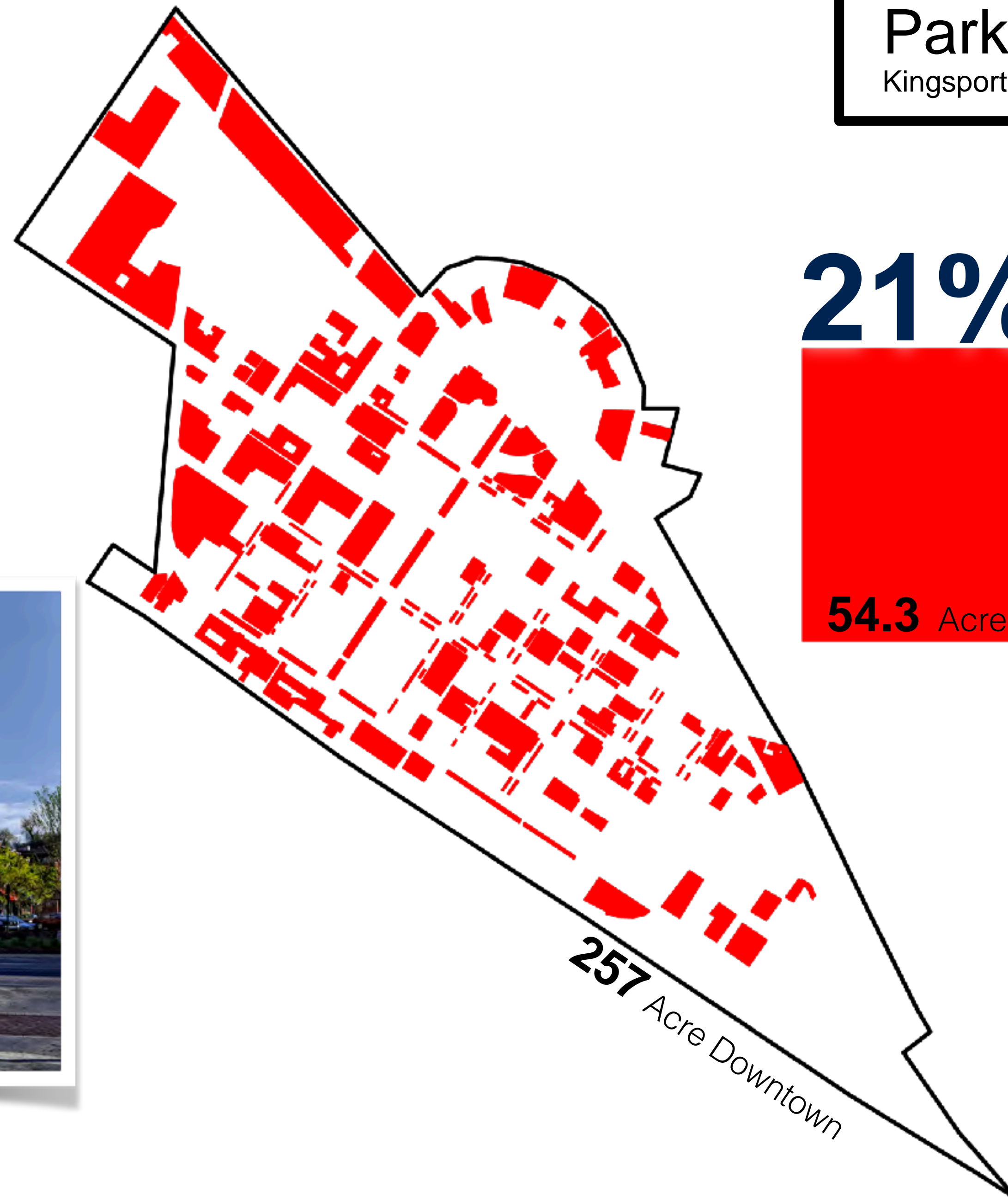
54.3 Acres

257 Acre Downtown

Parking Analysis

Kingsport, TN

21% Parking

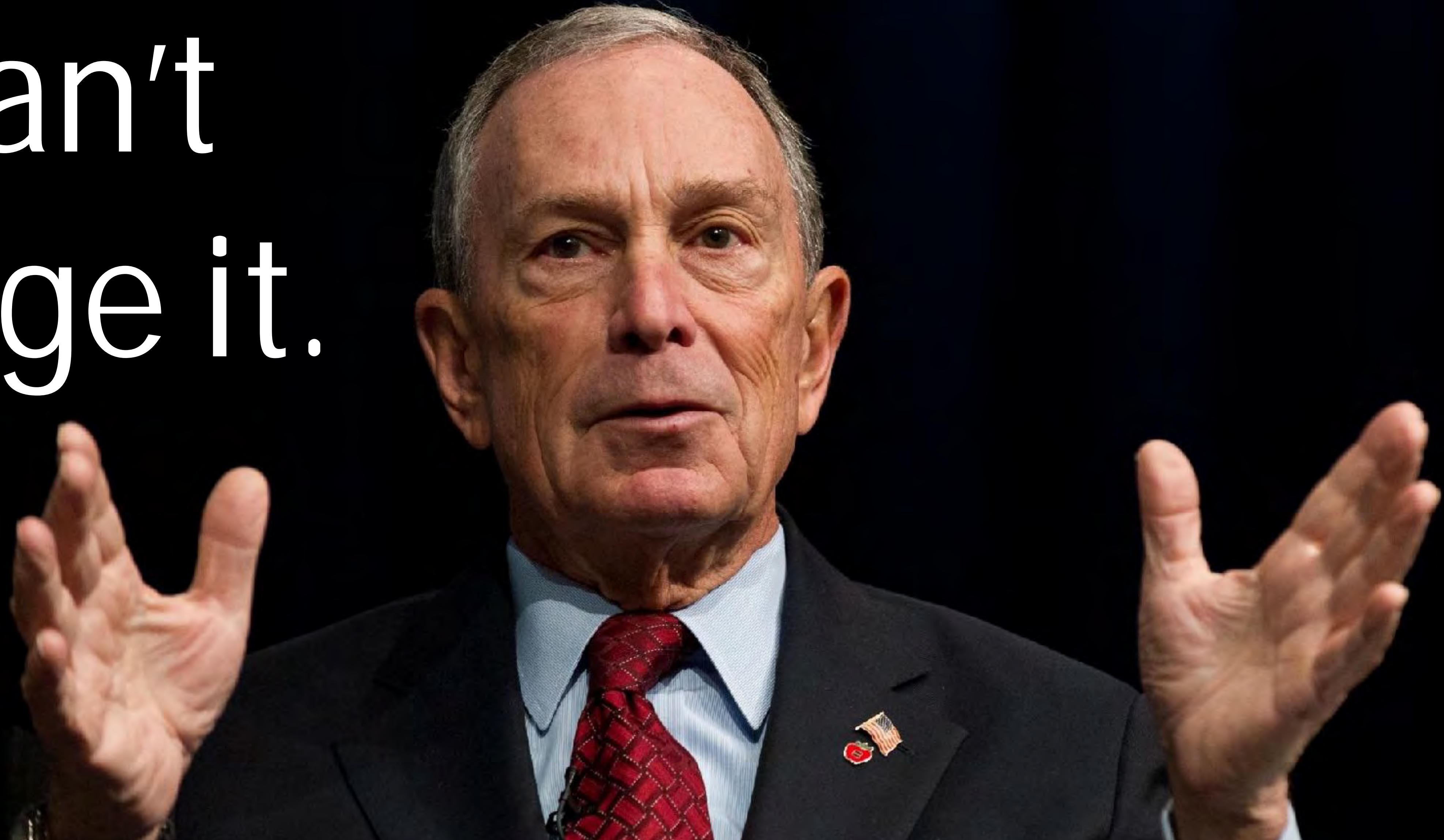


255 Broad Street - Banq
\$1,616,071 per acre

\$1.2M Total Value
\$22k Value/acre

If you can't measure it,
you can't
manage it.

Mayor Michael Bloomberg





Case Study: Fiscal MRI®

Lafayette, Louisiana

Orderly but dumb, to go.

Please!

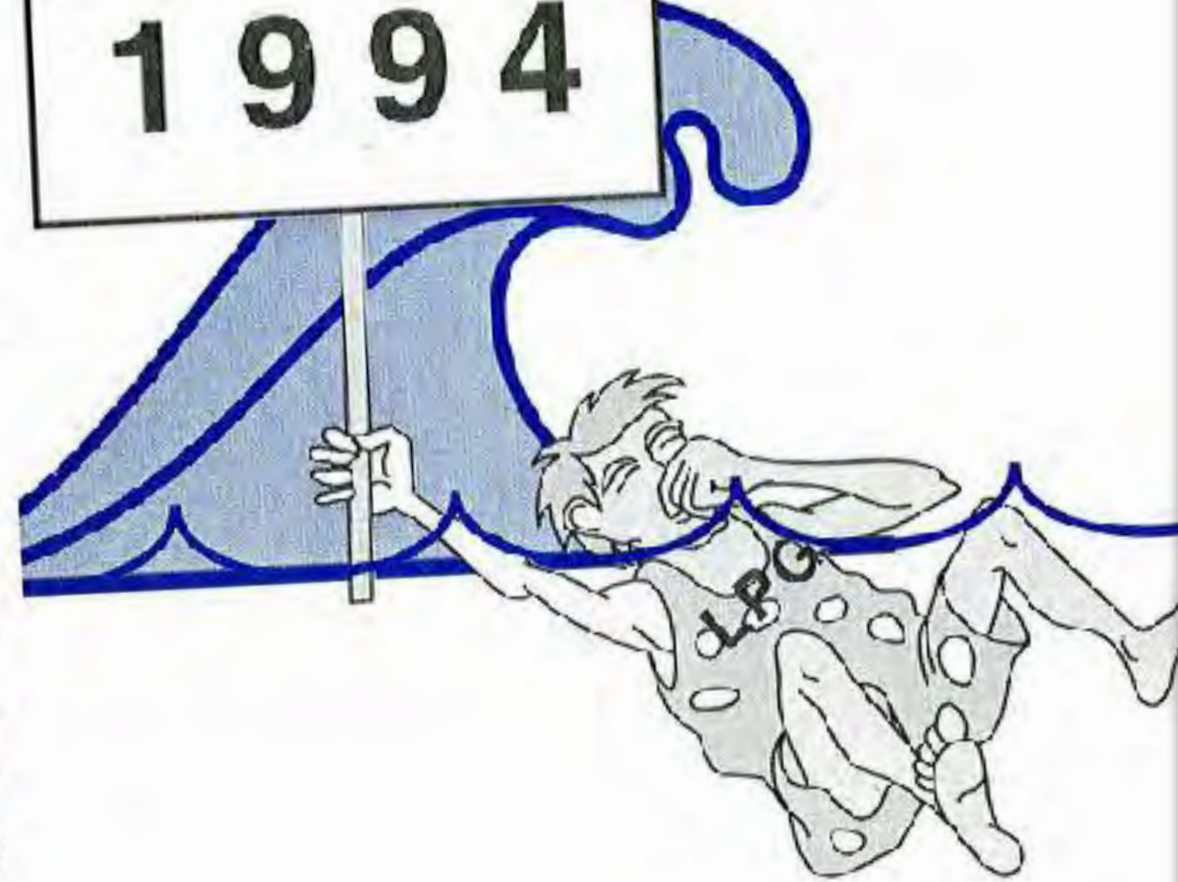
STRONG
TOWNS





PARISH GOVERNMENT

BUDGET DOCUMENT 1994



PARISH GOVERNMENT

Budget 1995



State of Louisiana	
Invoice for Services Billed to Laf. Par. Gov't	
Services Rendered: Not expected, wanted, requested, or necessary	
City Judge Election	\$65,000
Recall Litigation	\$100,000
Total	\$165,000

Floods, hurricanes. Just when we thought we were safe . . .

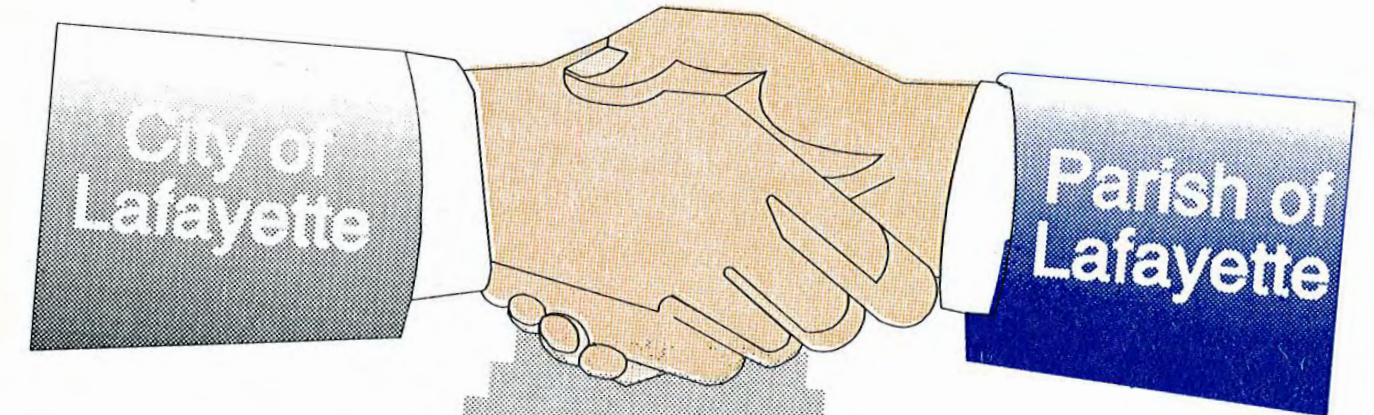


Lafayette Parish Taxpayer



PARISH GOVERNMENT

Budget Document for 1996



Coming together to form a consolidated government for the benefit of our citizens

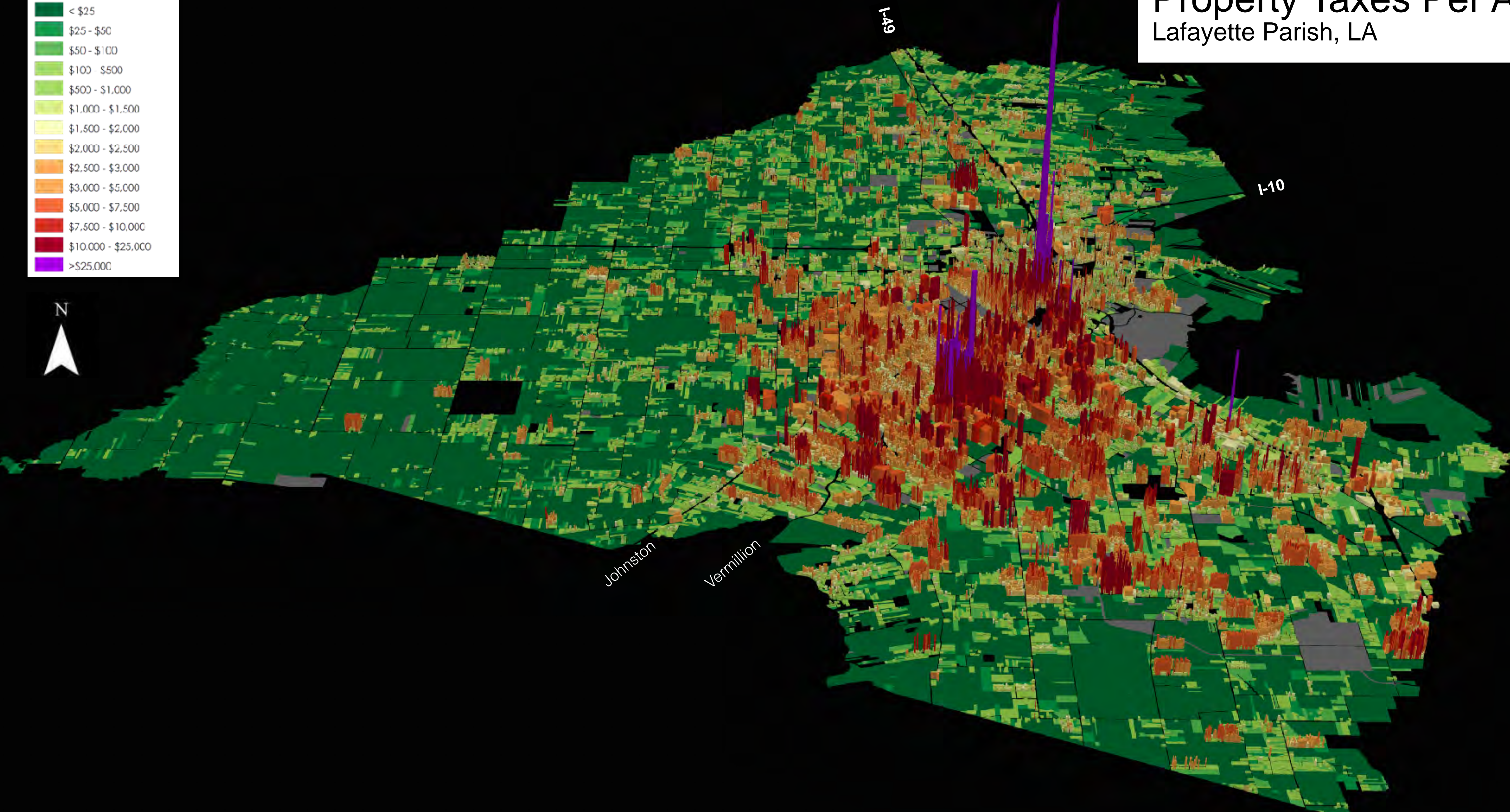
“It's déjà vu all over again”

- Yogi Berra



Property Taxes Per Acre

Lafayette Parish, LA



Network Distribution Methodology

Lafayette Parish, LA



This is the relative necessity of all trips in the network.

System Weighted



“It’s not where you live;
it’s what you believe.”

Jared Bellerd
Lafayette Councilman



There is no such thing as an infrastructure fairy.

Kevin Blanchard
World’s Greatest Public Works Director

Assets*



* According to the Municipal Finance Standards (CAFR)

Assets*



* According to the Municipal Finance Standards (CAFR)

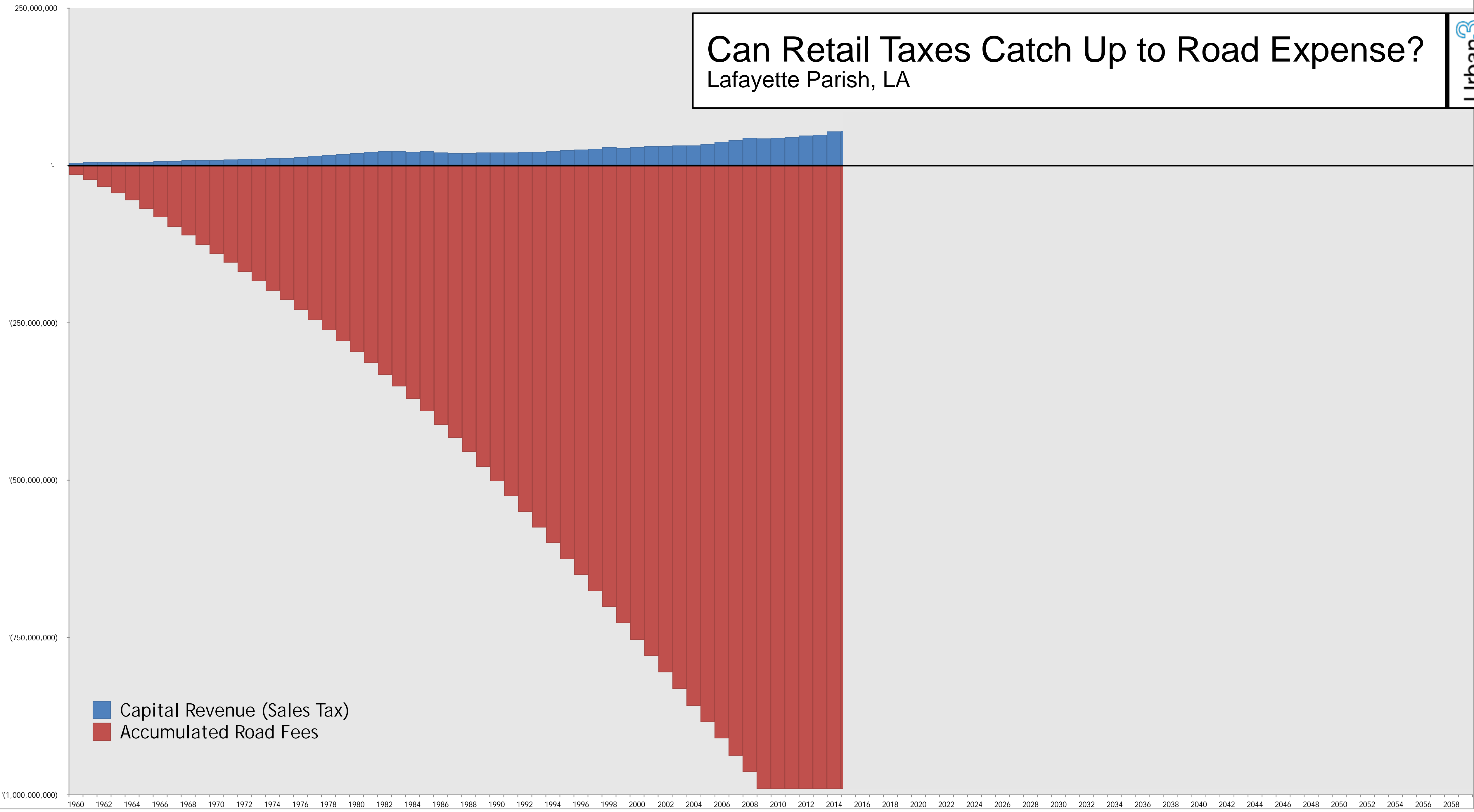
Assets*



* According to the Municipal Finance Standards (CAFR)

Can Retail Taxes Catch Up to Road Expense?

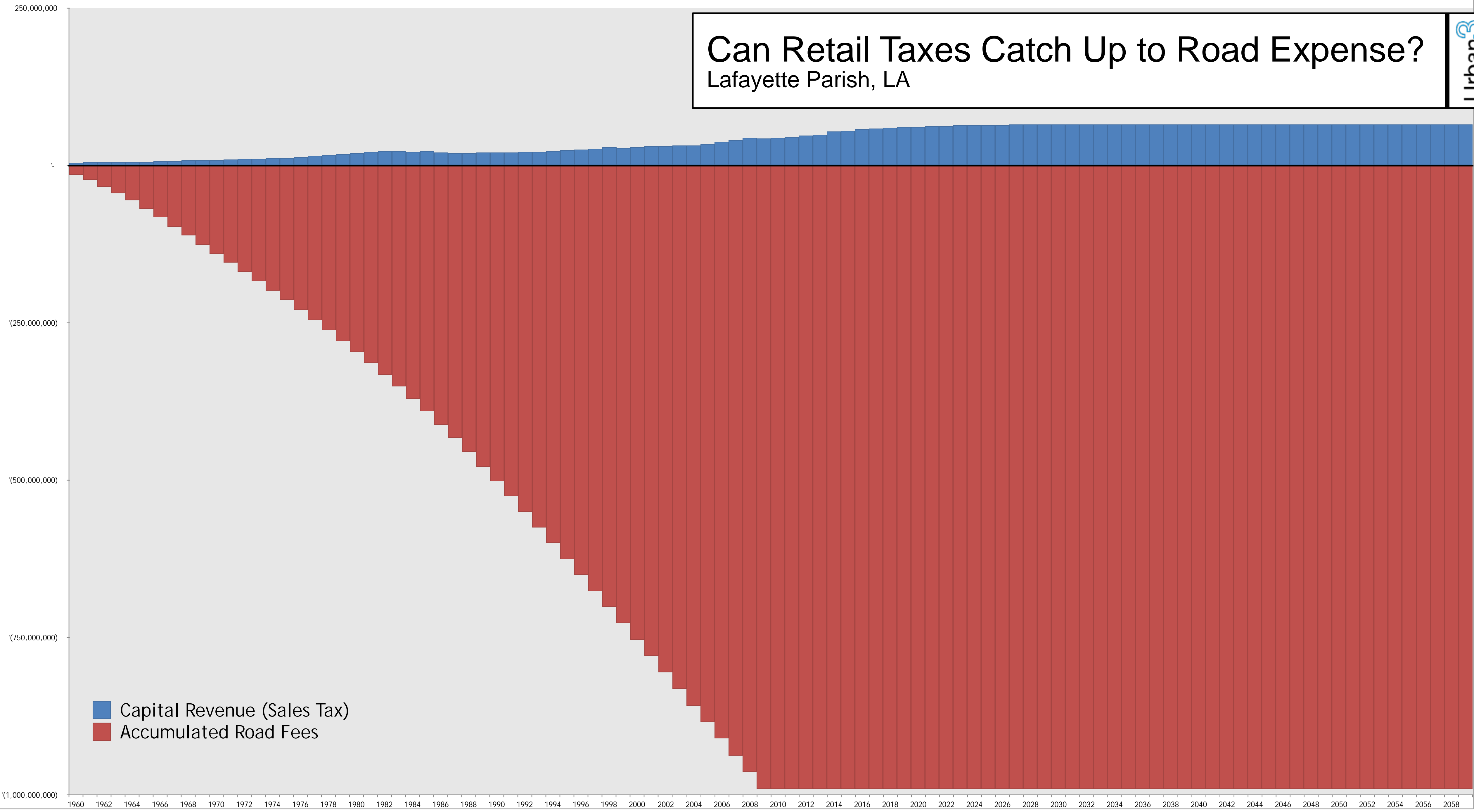
Lafayette Parish, LA



Capital Revenue (Sales Tax)
Accumulated Road Fees

Can Retail Taxes Catch Up to Road Expense?

Lafayette Parish, LA



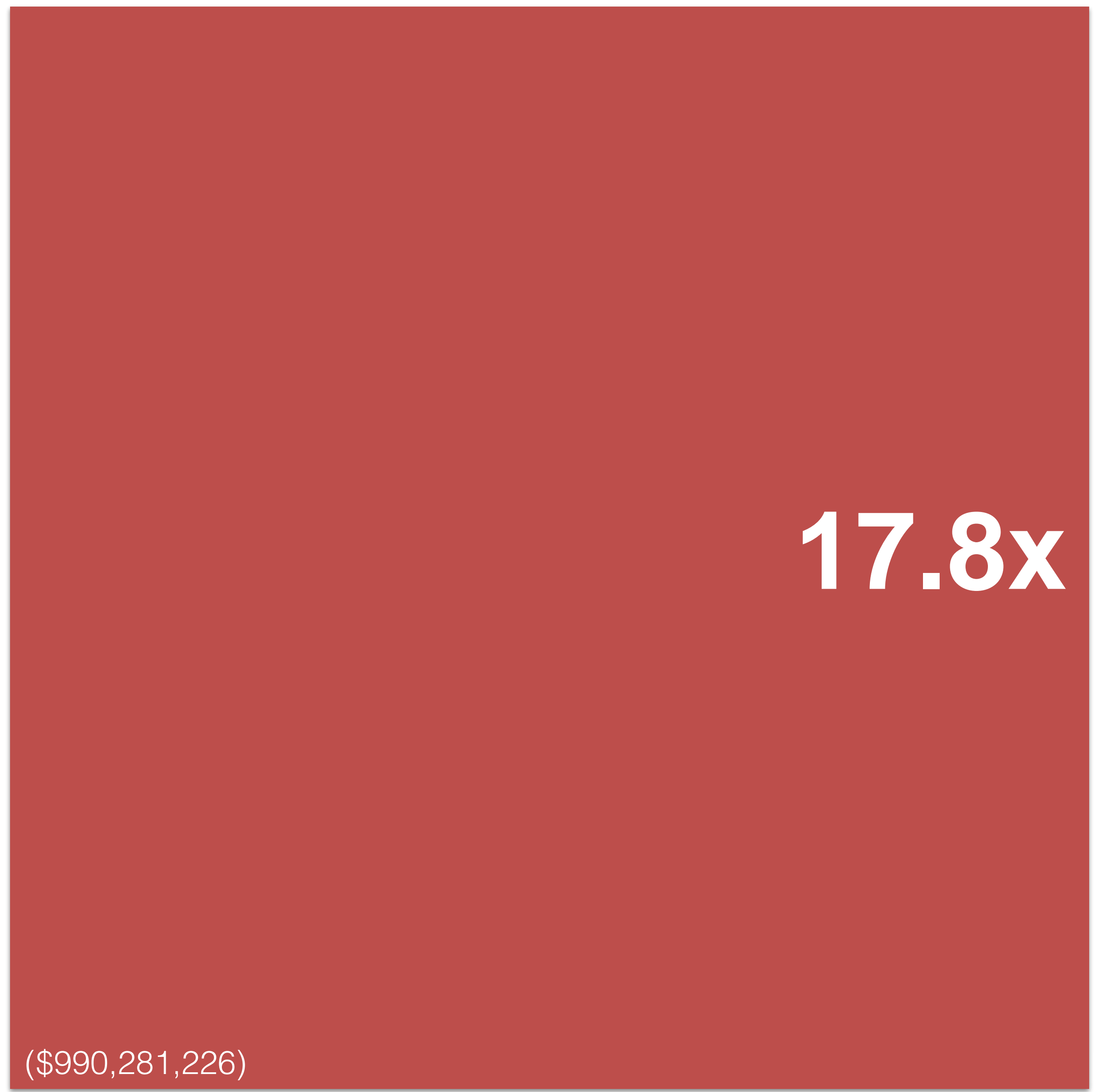
Capital Revenue (Sales Tax)
Accumulated Road Fees

Accumulated 50 Year Total

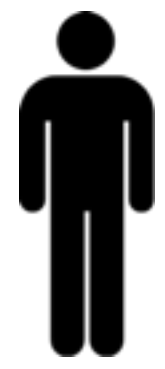
(2015) Lafayette, LA



Capital Revenue



Road Cost



Population



Feet of pipe/person

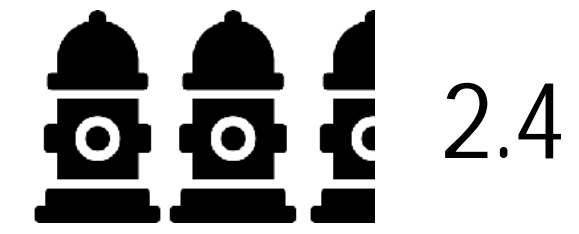


Fire Hydrants/1,000 people

1949
33,500



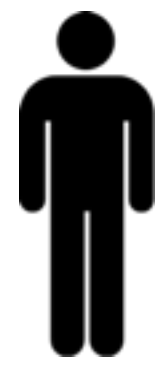
5



2.4

Source: Sanborn Maps and LCG Records

2015
121,000



Population

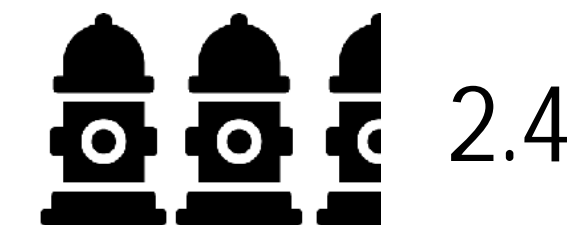


Feet of pipe/person



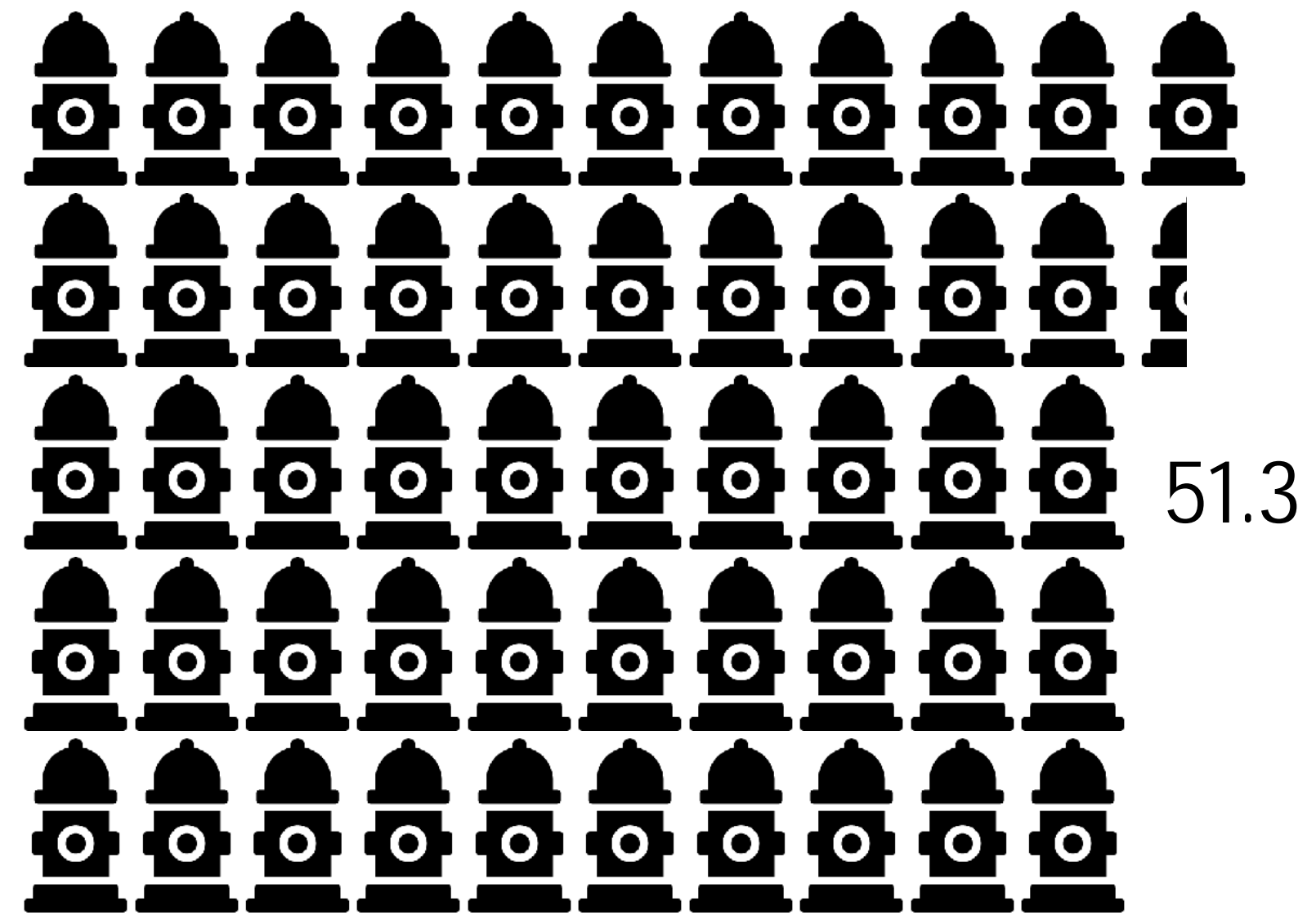
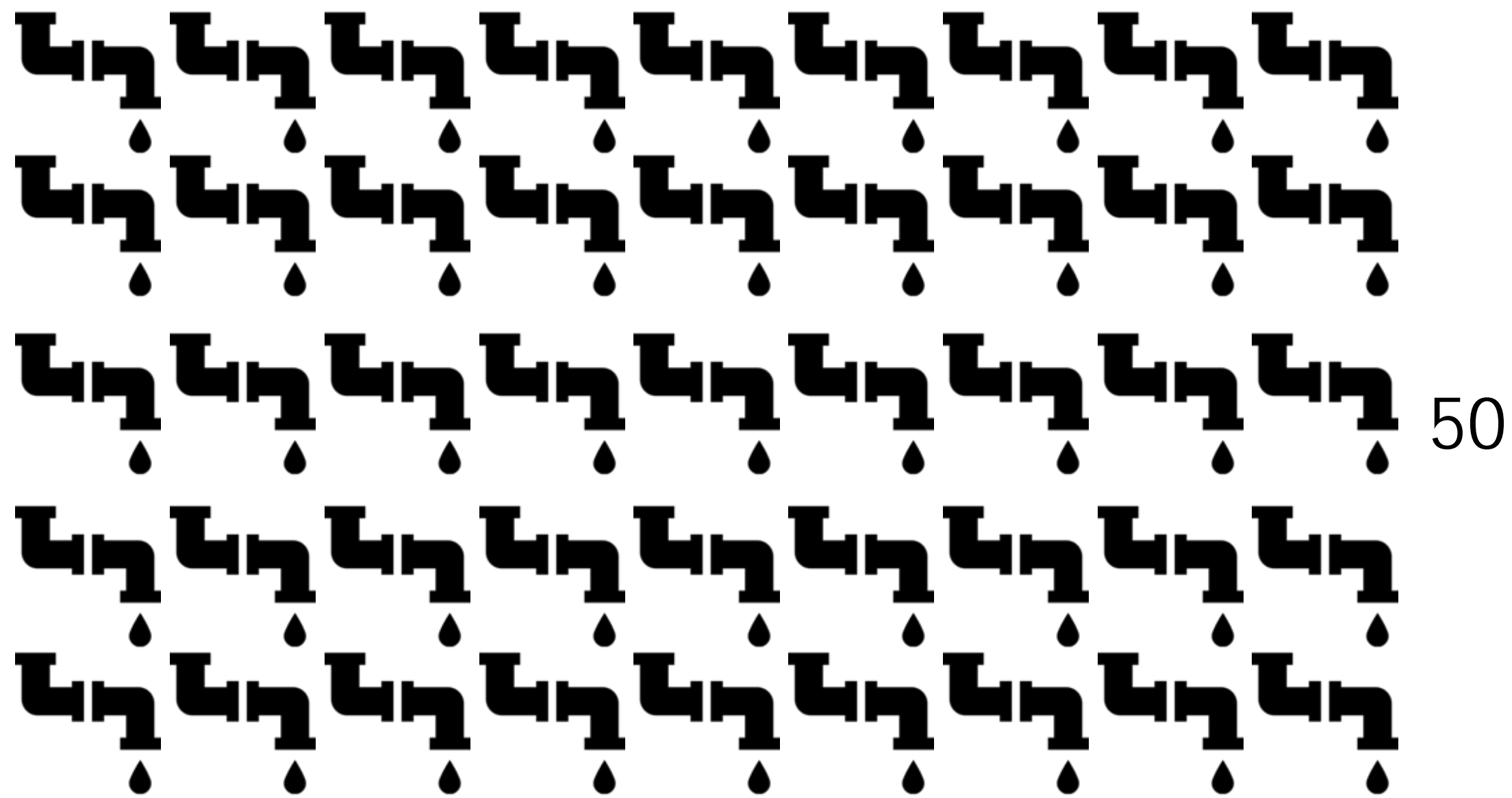
Fire Hydrants/1,000 people

1949
33,500



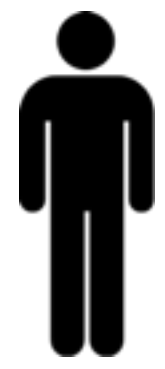
Source: Sanborn Maps and LCG Records

2015
121,000



350%

1,000%



Population

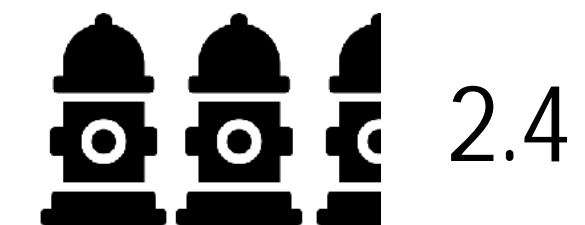


Feet of pipe/person



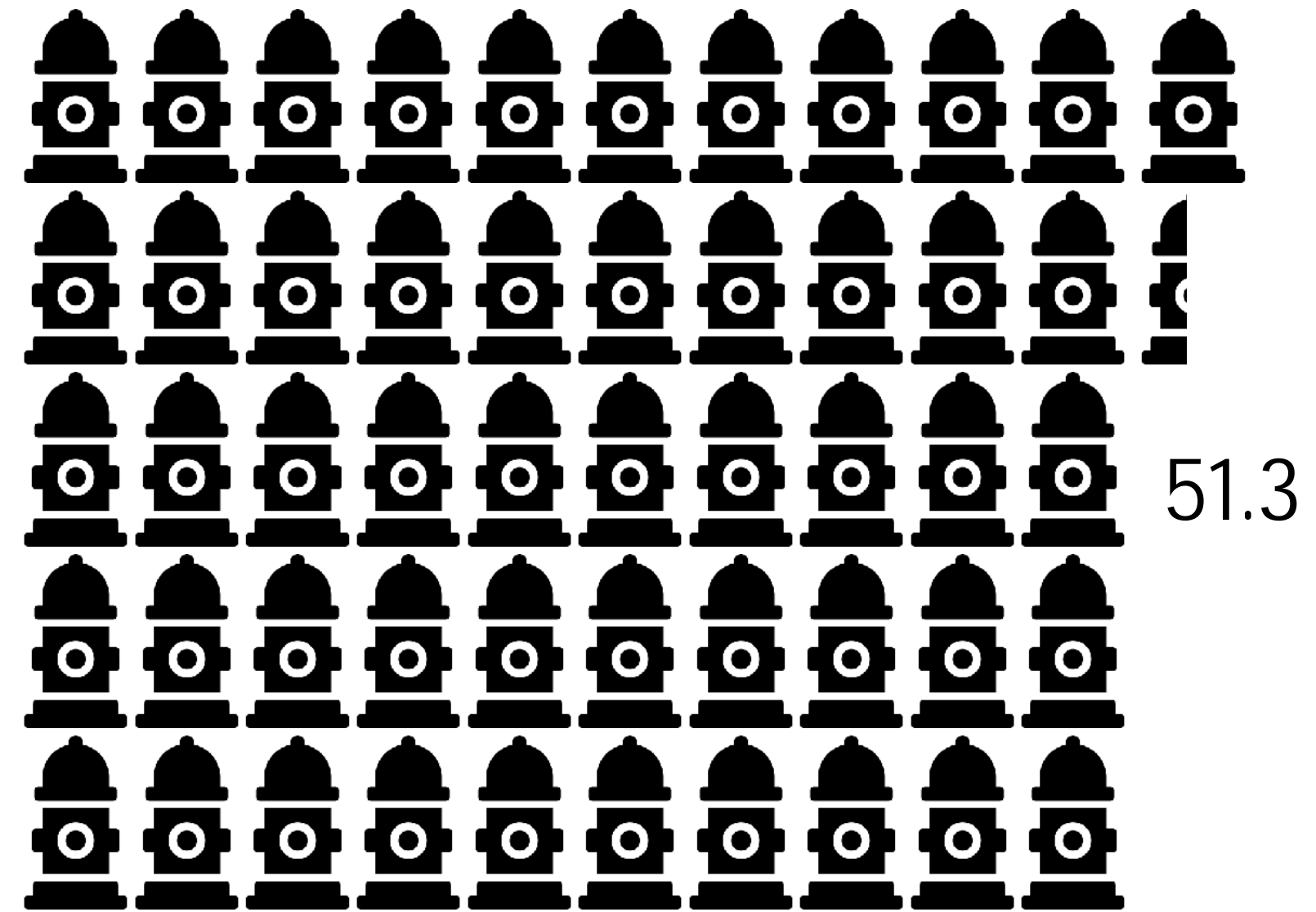
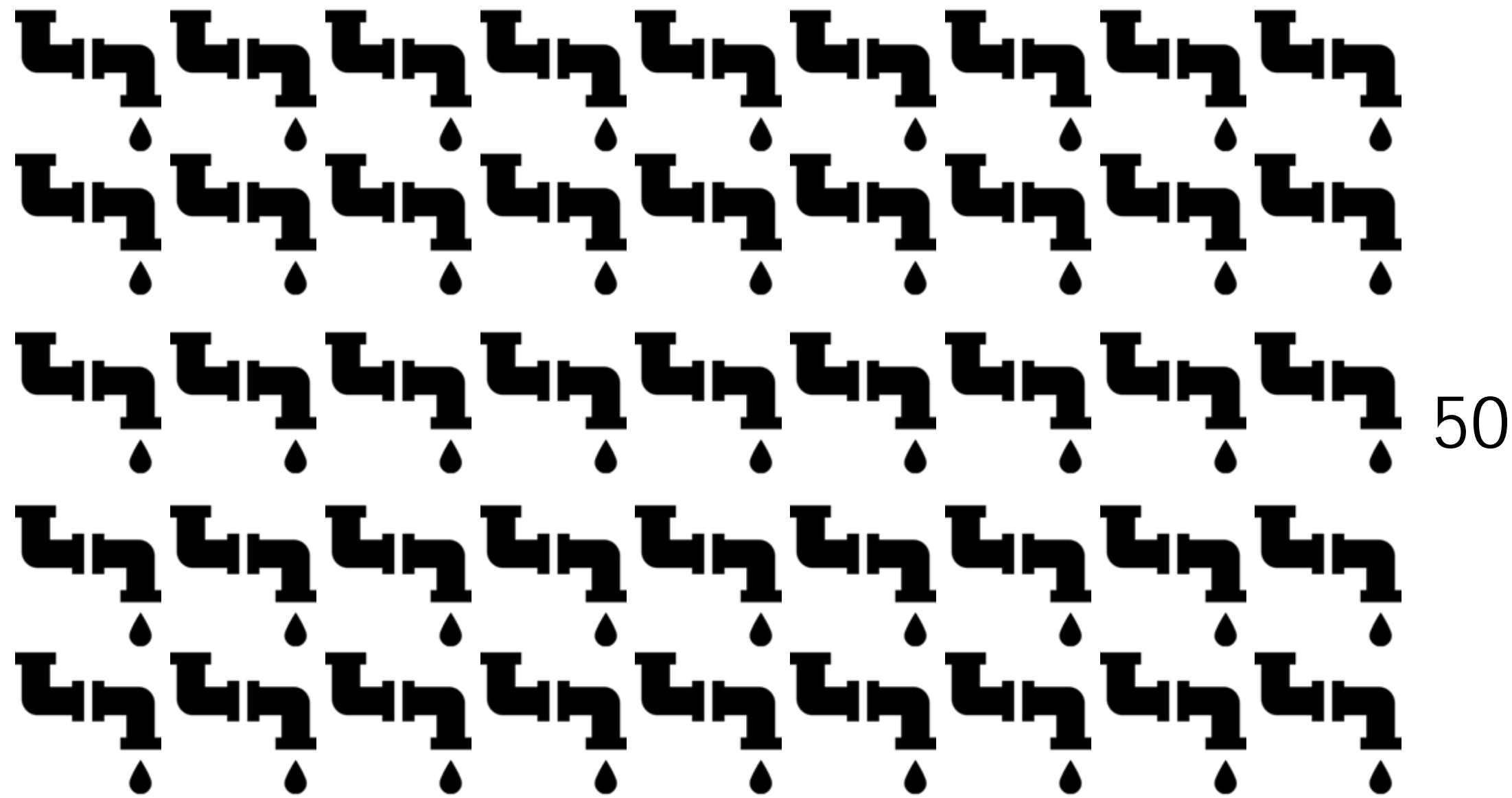
Fire Hydrants/1,000 people

1949
33,500



Source: Sanborn Maps and LCG Records

2015
121,000



350%

1,000%

2,140%

Your Median Household income

Population



350%

Feet of pipe/person



1,000%

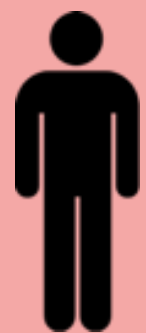
Fire Hydrants/1,000 people



2,140%

Source: US Census Bureau and Stanfrod University adjusted to 2015 net present value.

Population



350%

Feet of pipe/person



1,000%

Fire Hydrants/1,000 people



2,140%

Your Median Household income



Population



350%

Feet of pipe/person



1,000%

Fire Hydrants/1,000 people



2,140%

Your Median Household income

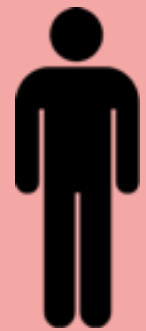


\$27,700



\$45,000

Population



350%

Feet of pipe/person



1,000%

Fire Hydrants/1,000 people



2,140%

Your Median Household income



\$27,700



\$45,000

160%

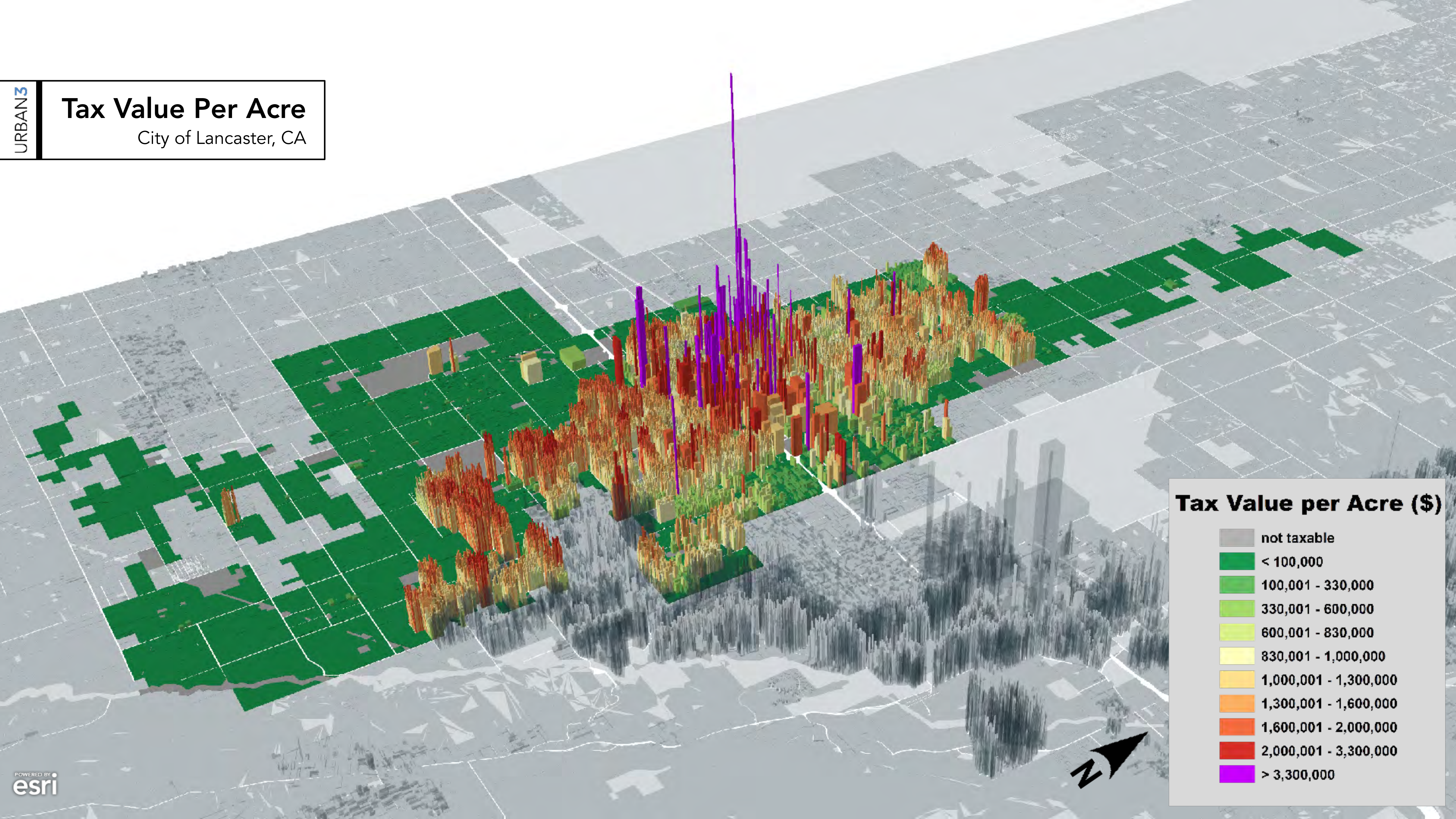


Case Study: Economic MRI®, Fiscal MRI®, Policy Analytics
2014 - 2019

Lancaster, California

Tax Value Per Acre

City of Lancaster, CA

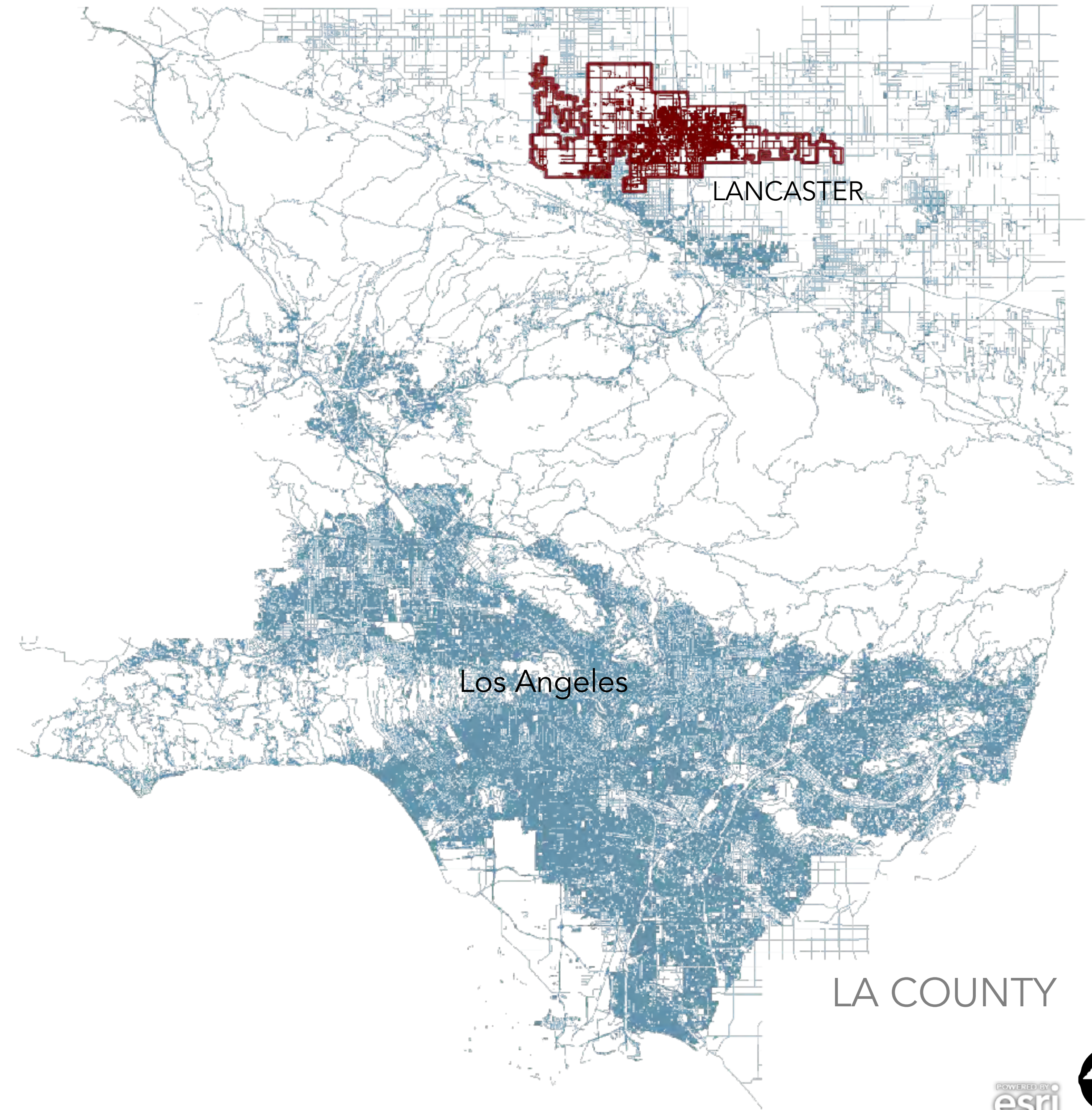


Tax Value per Acre (\$)

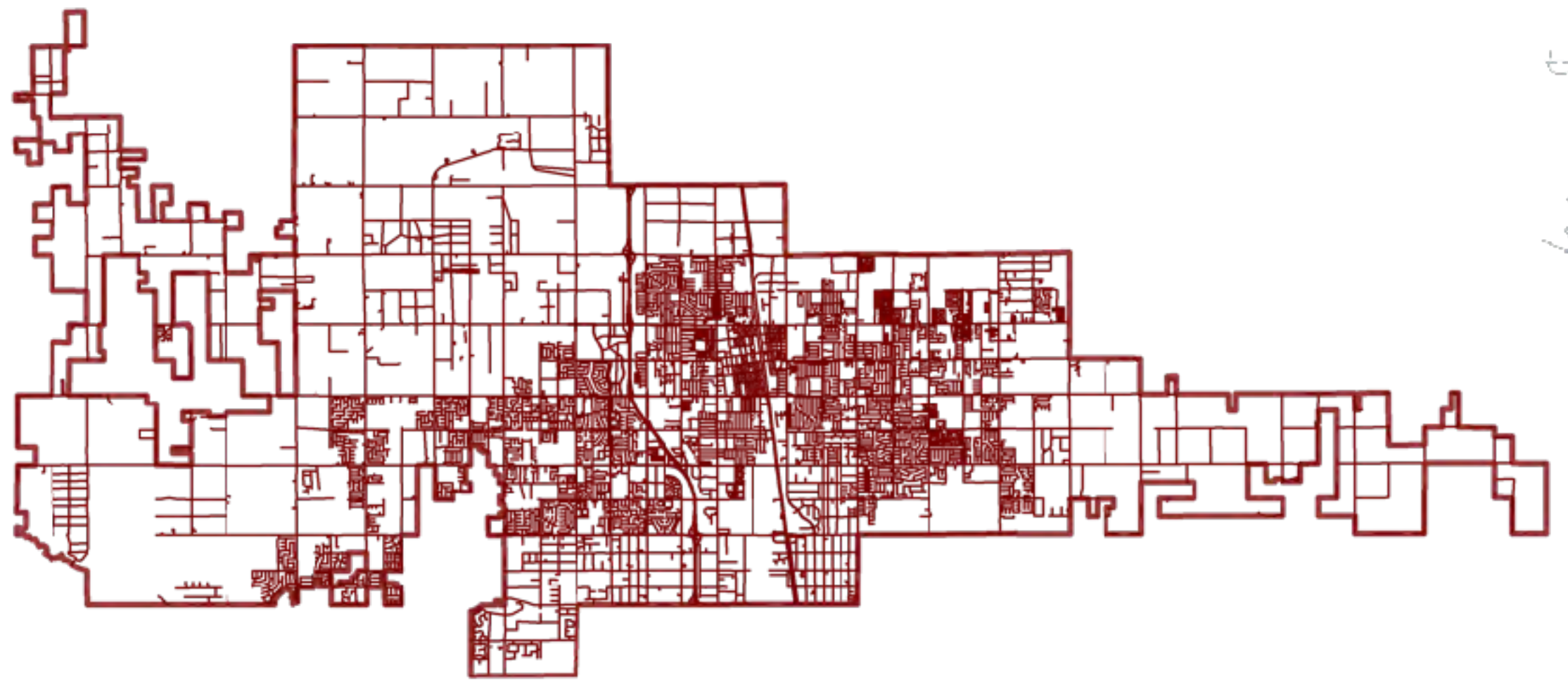
- not taxable
- < 100,000
- 100,001 - 330,000
- 330,001 - 600,000
- 600,001 - 830,000
- 830,001 - 1,000,000
- 1,000,001 - 1,300,000
- 1,300,001 - 1,600,000
- 1,600,001 - 2,000,000
- 2,000,001 - 3,300,000
- > 3,300,000

Paved Roads

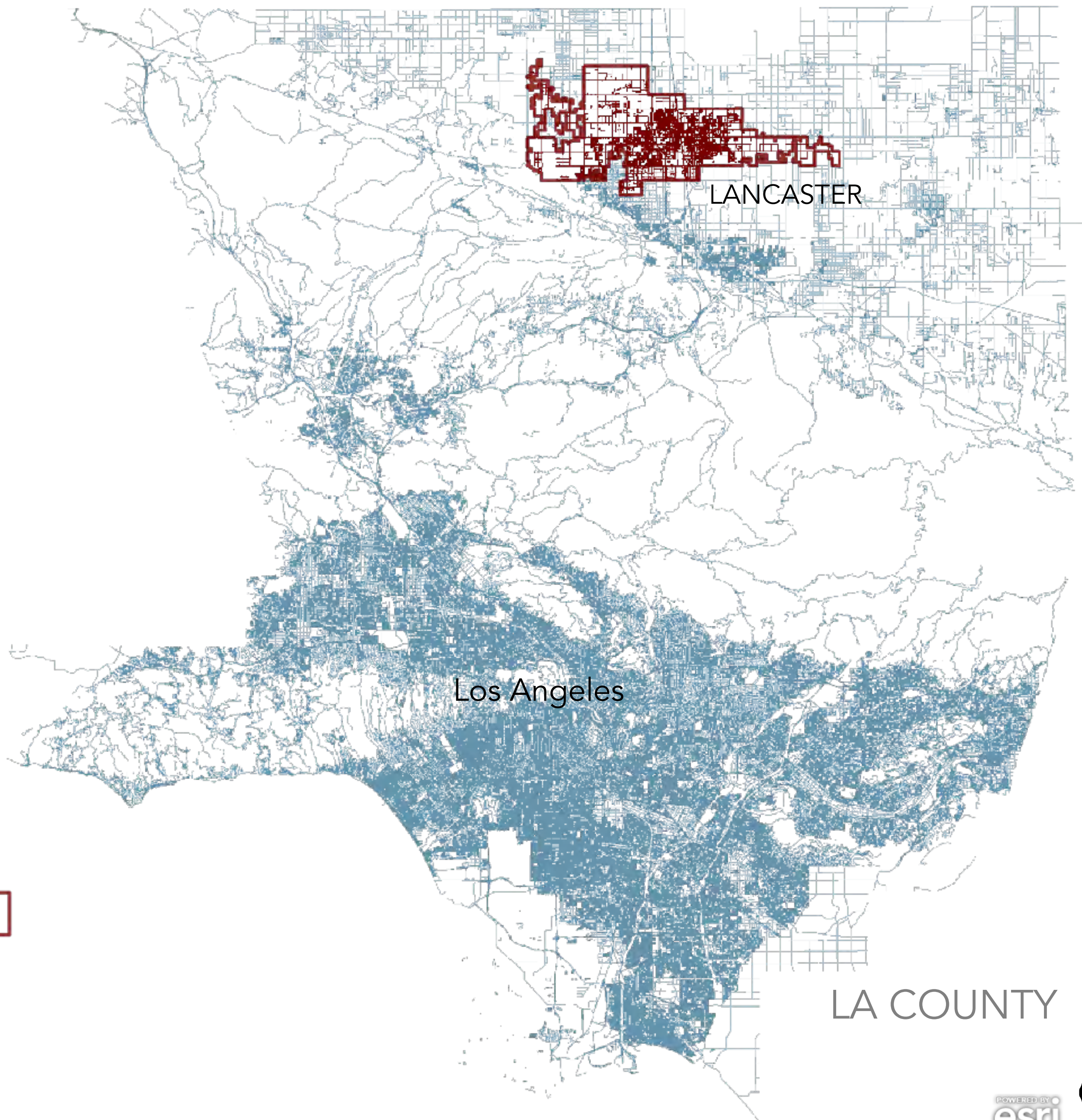
City of Lancaster, CA

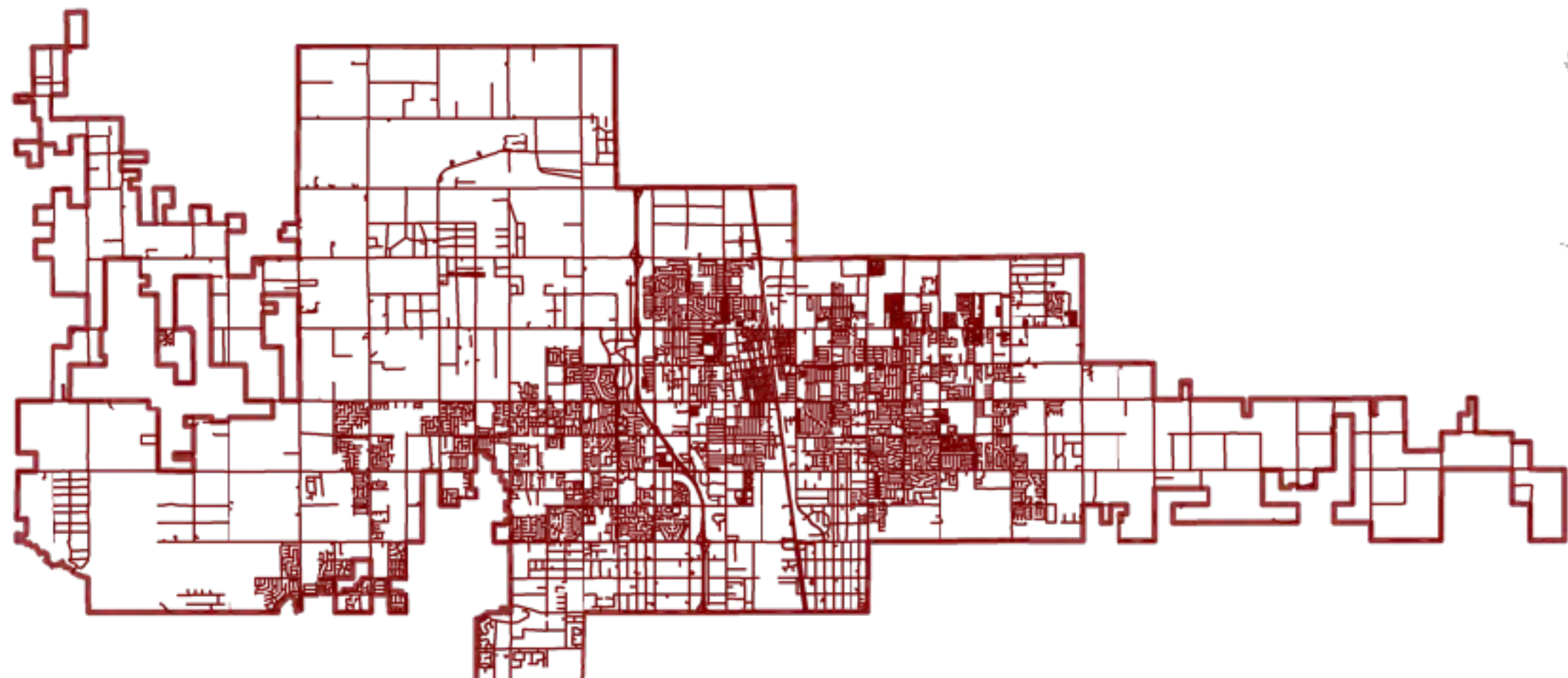
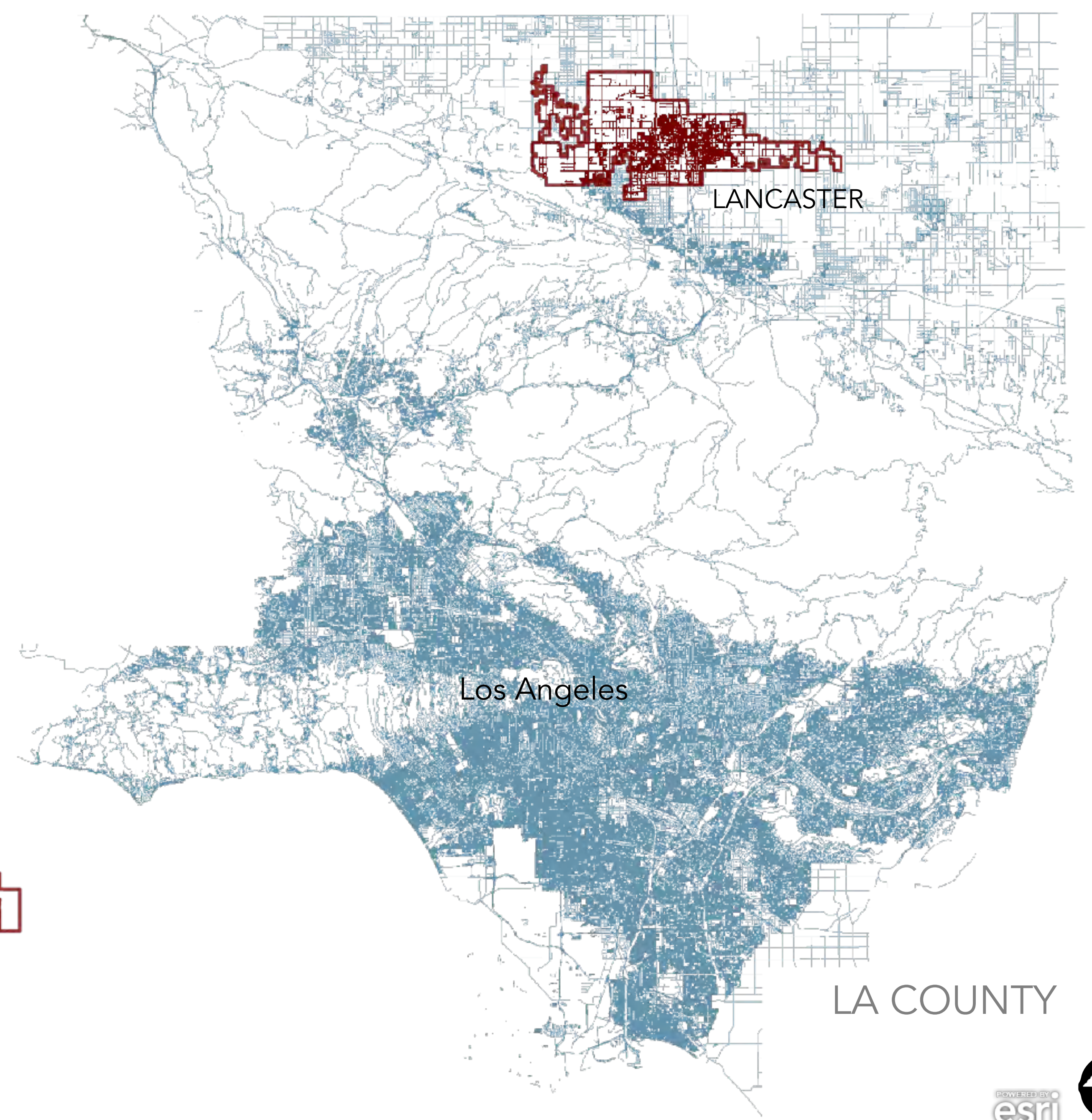


LANCASTER:

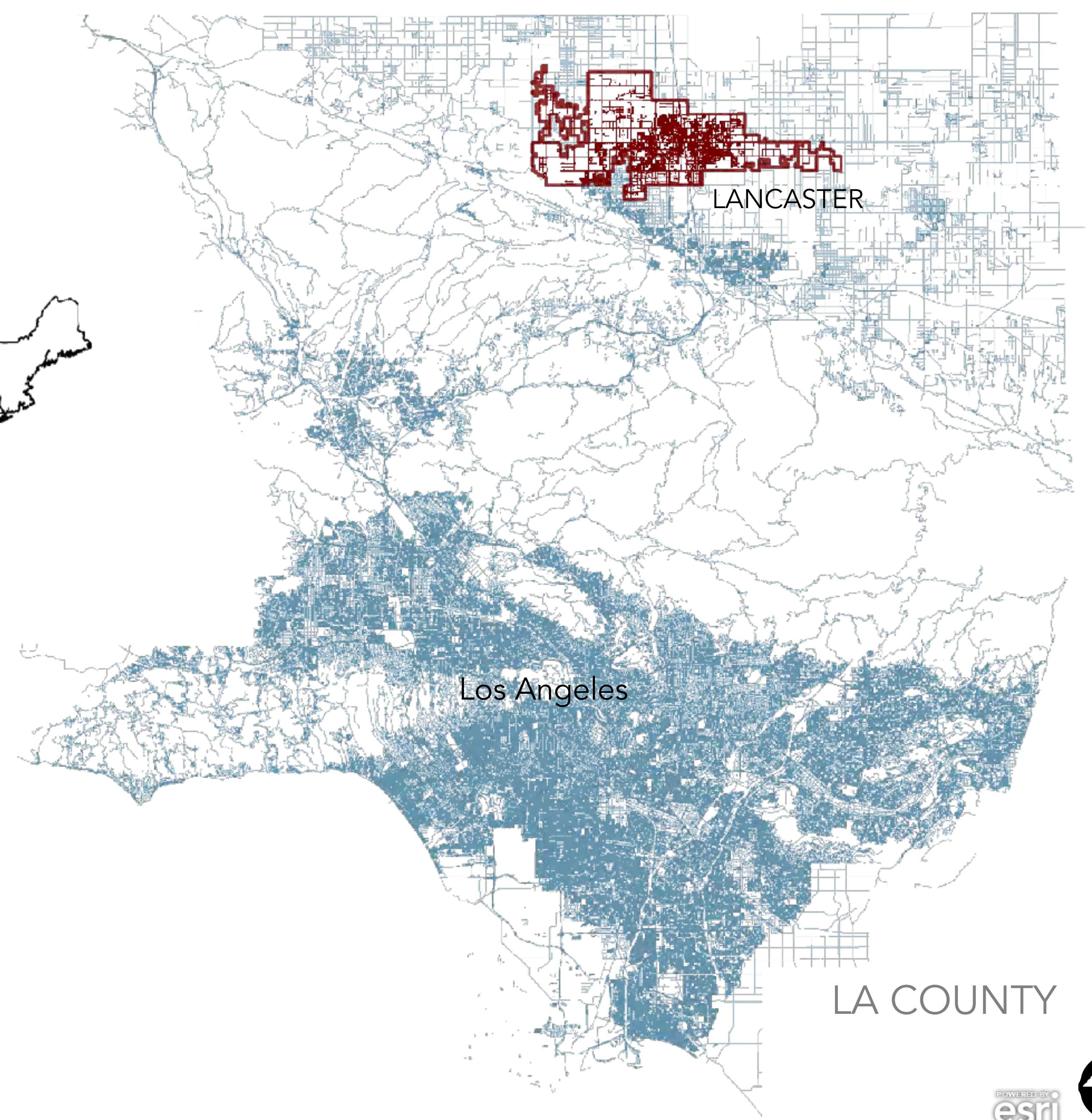


LANCASTER:





LANCASTER: 953 MILES

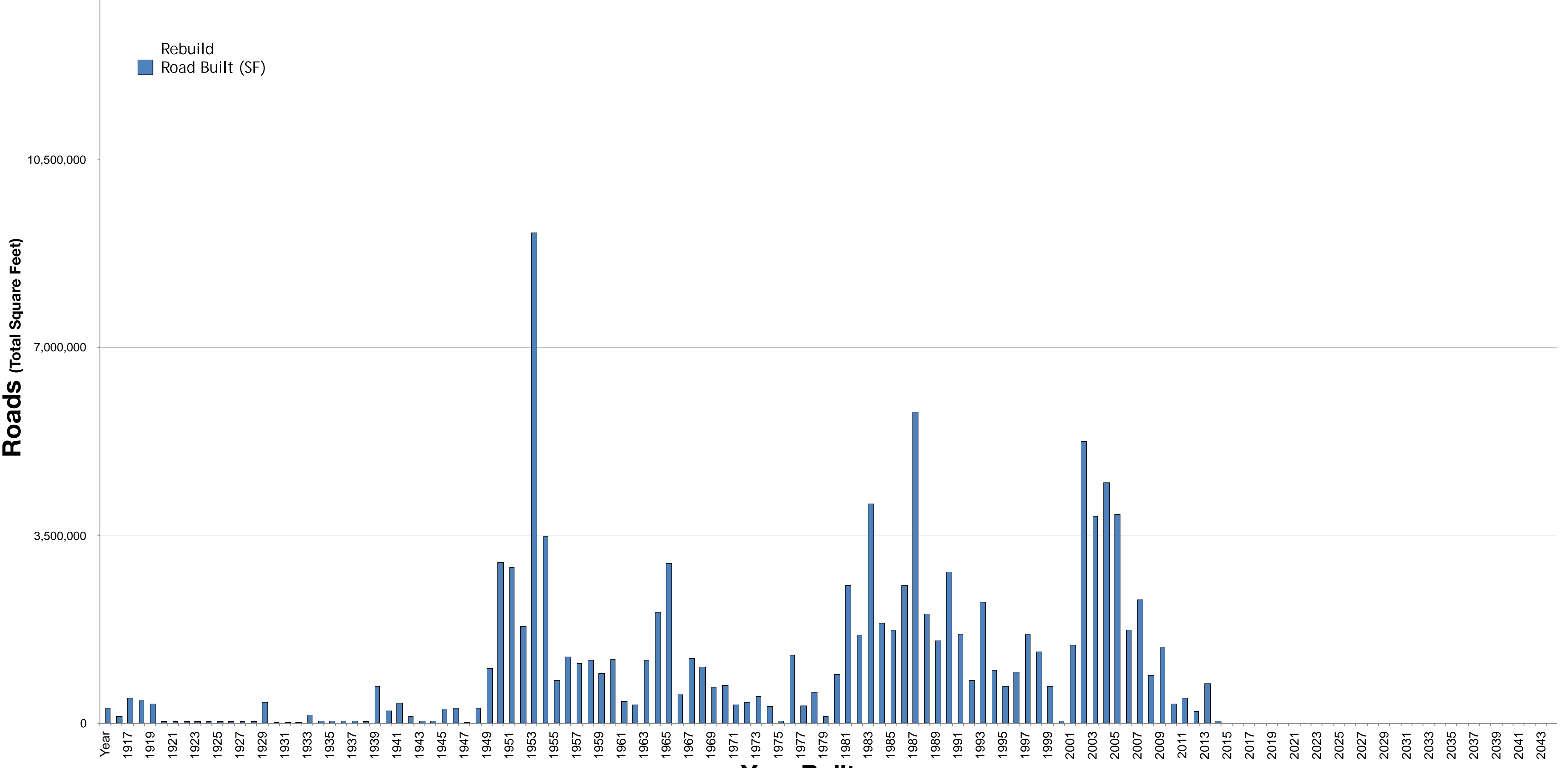


LANCASTER: 953 MILES

LA COUNTY

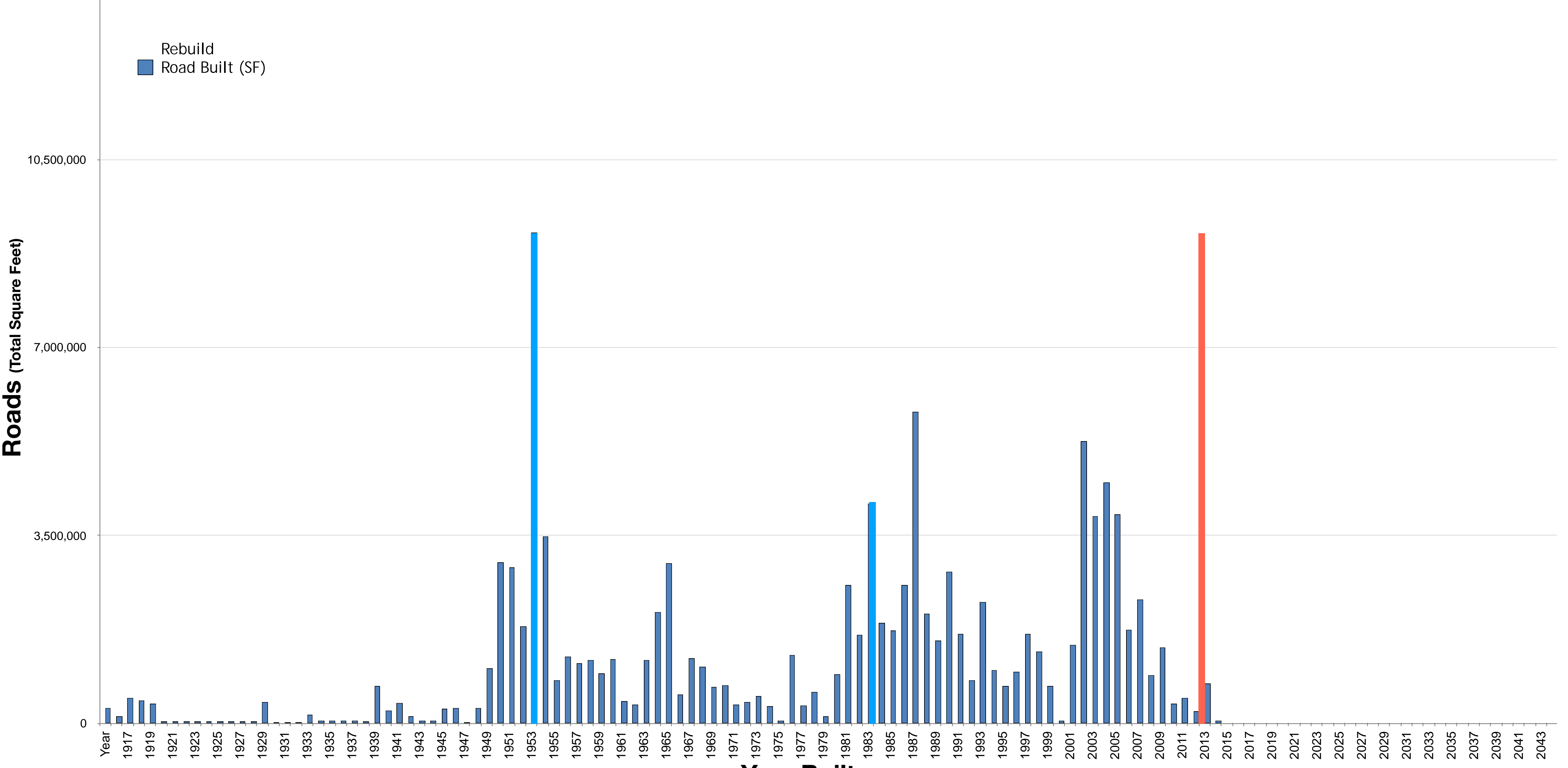
Road Construction and Reconstruction

Lancaster, CA



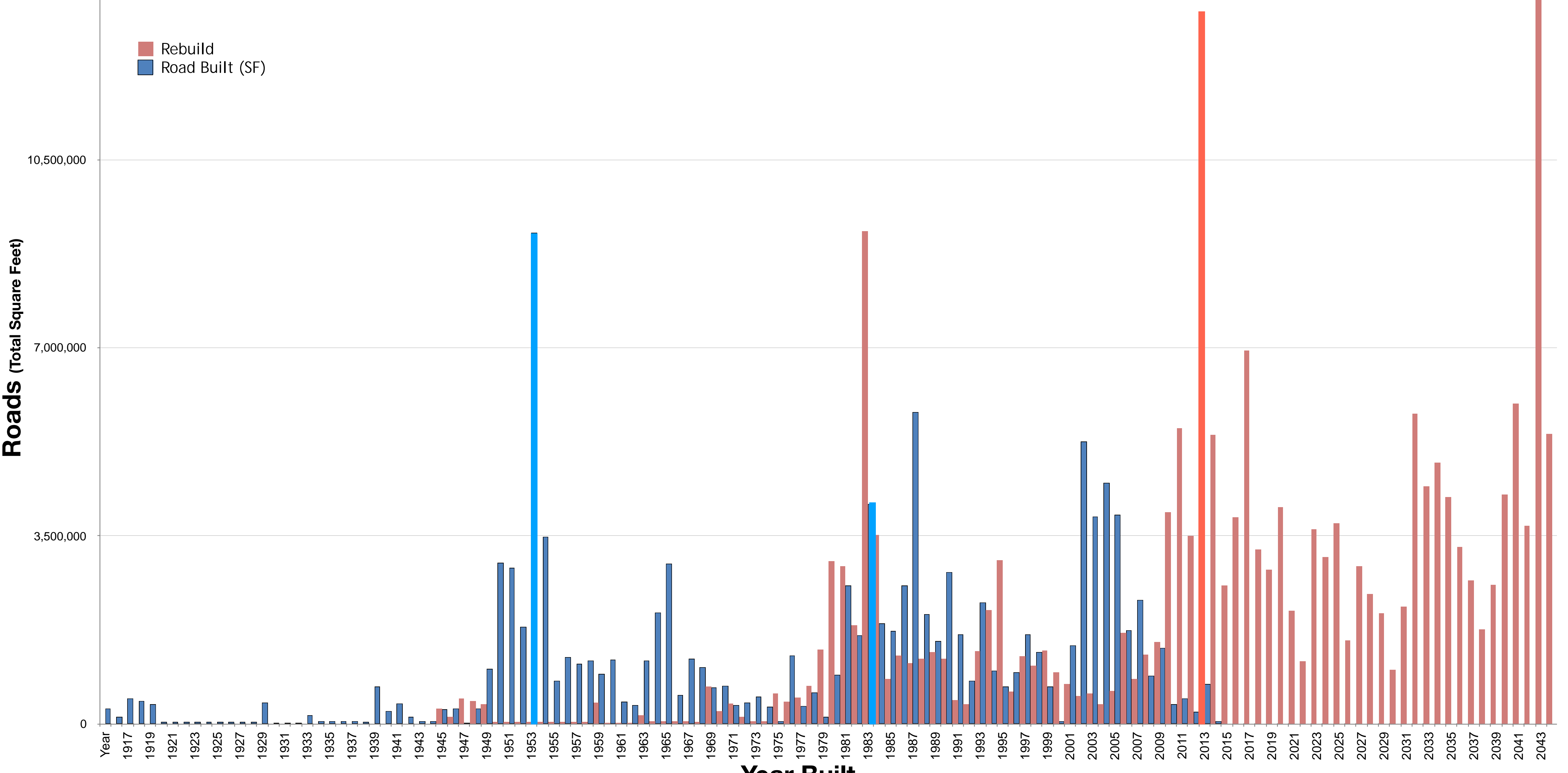
Road Construction and Reconstruction

Lancaster, CA



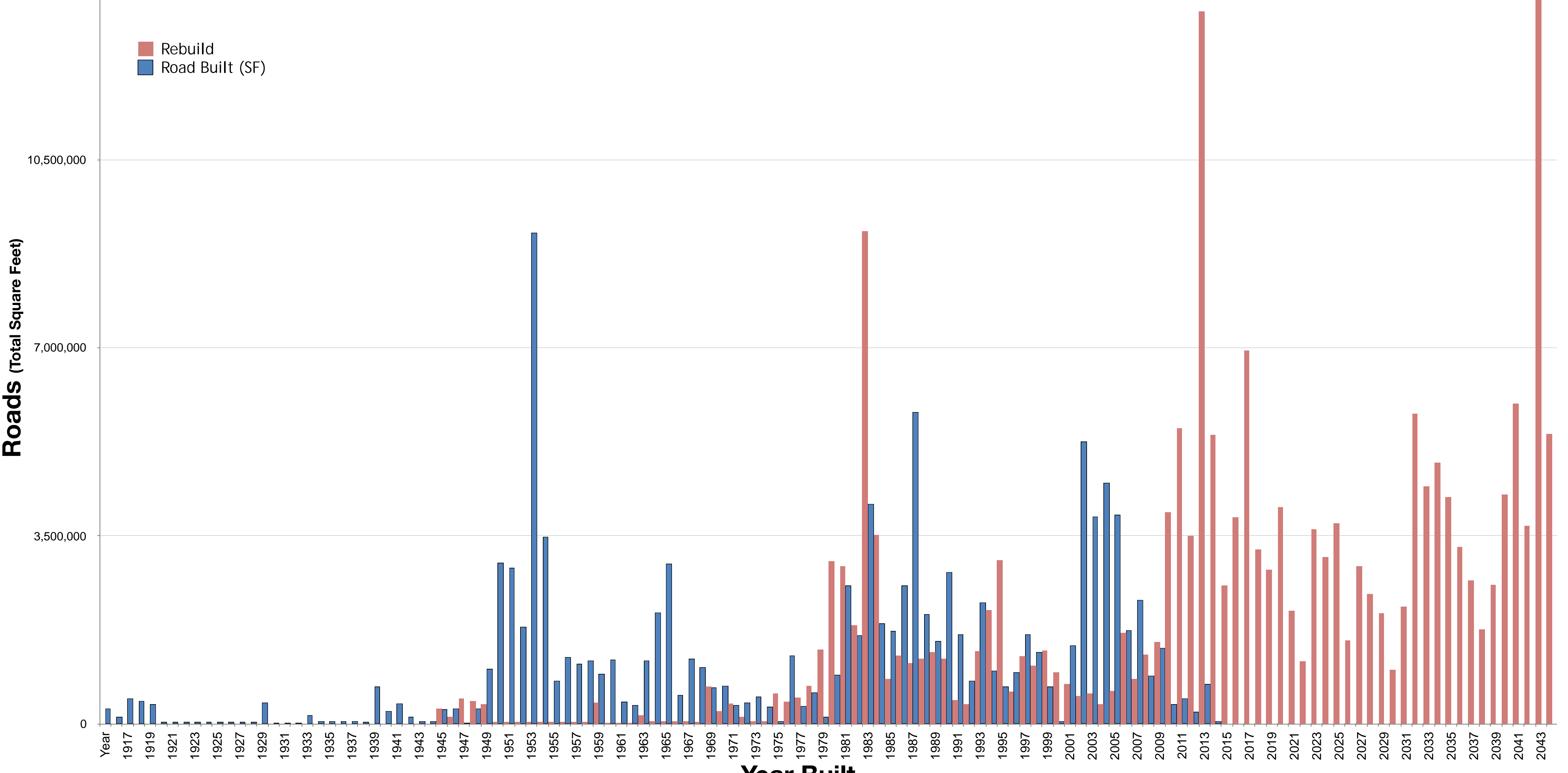
Road Construction and Reconstruction

Lancaster, CA



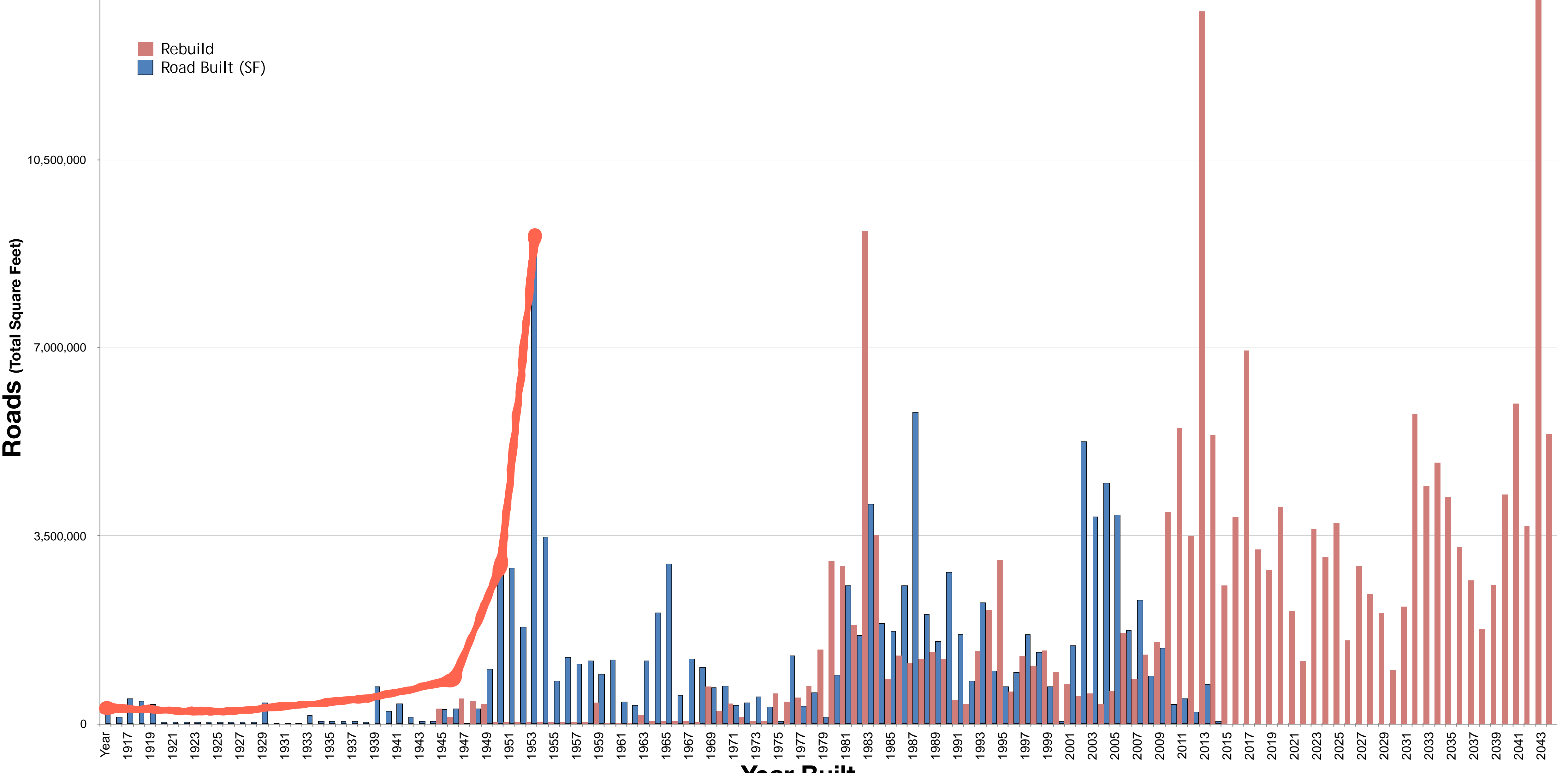
Road Construction and Reconstruction

Lancaster, CA



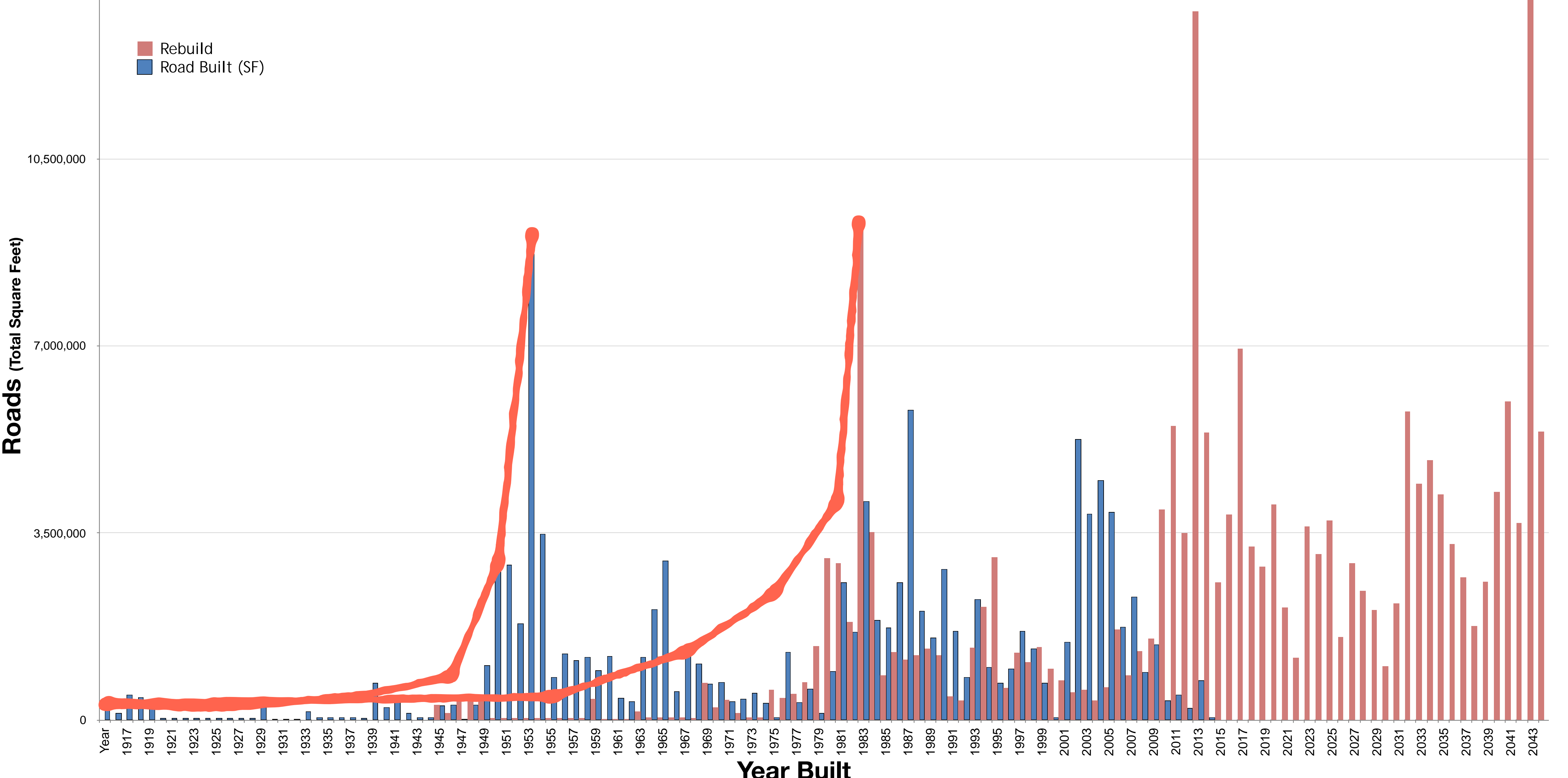
Road Construction and Reconstruction

Lancaster, CA



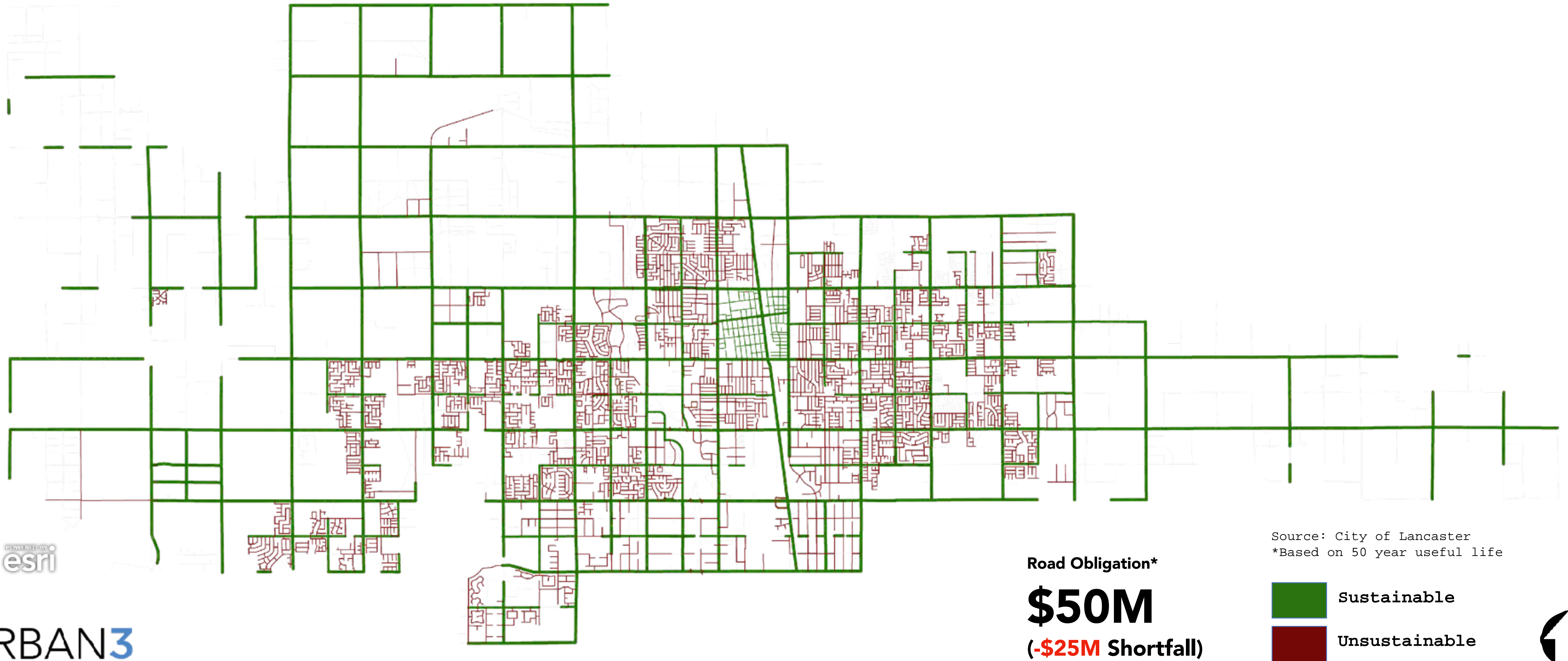
Road Construction and Reconstruction

Lancaster, CA



What Roads Can You Sustain?

Based on revenue flow, what can we afford? About half the network.



A photograph of a desert landscape under a blue sky with scattered clouds. In the foreground, a yellow sign with a red border and black text is mounted on two wooden posts. The sign reads "BUY NOW" in blue and "PAY LATER" in red. The background shows a vast, flat, arid plain with sparse, low-lying vegetation and a few small hills in the distance.

BUY NOW
PAY LATER

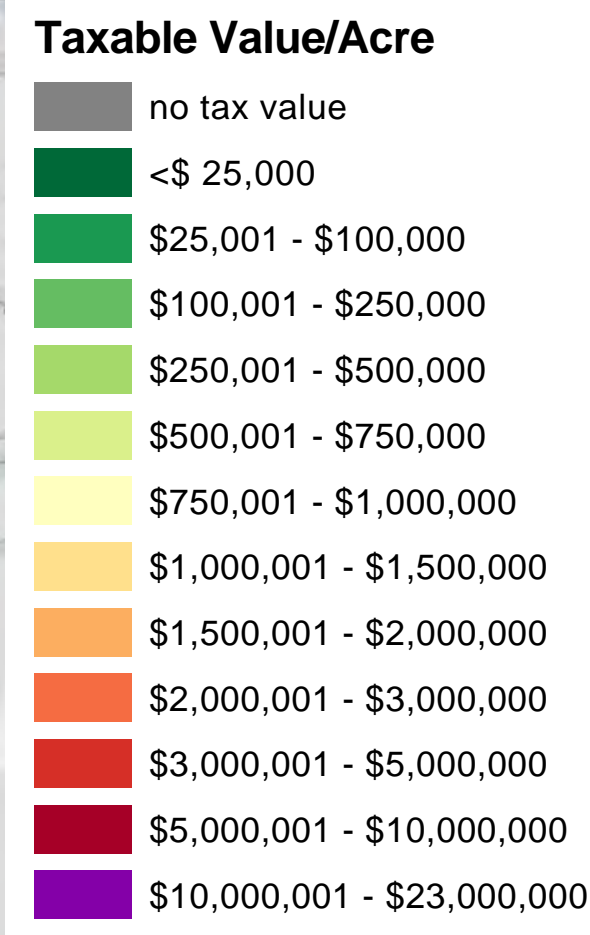


Case Study: Fiscal MRI®
2018

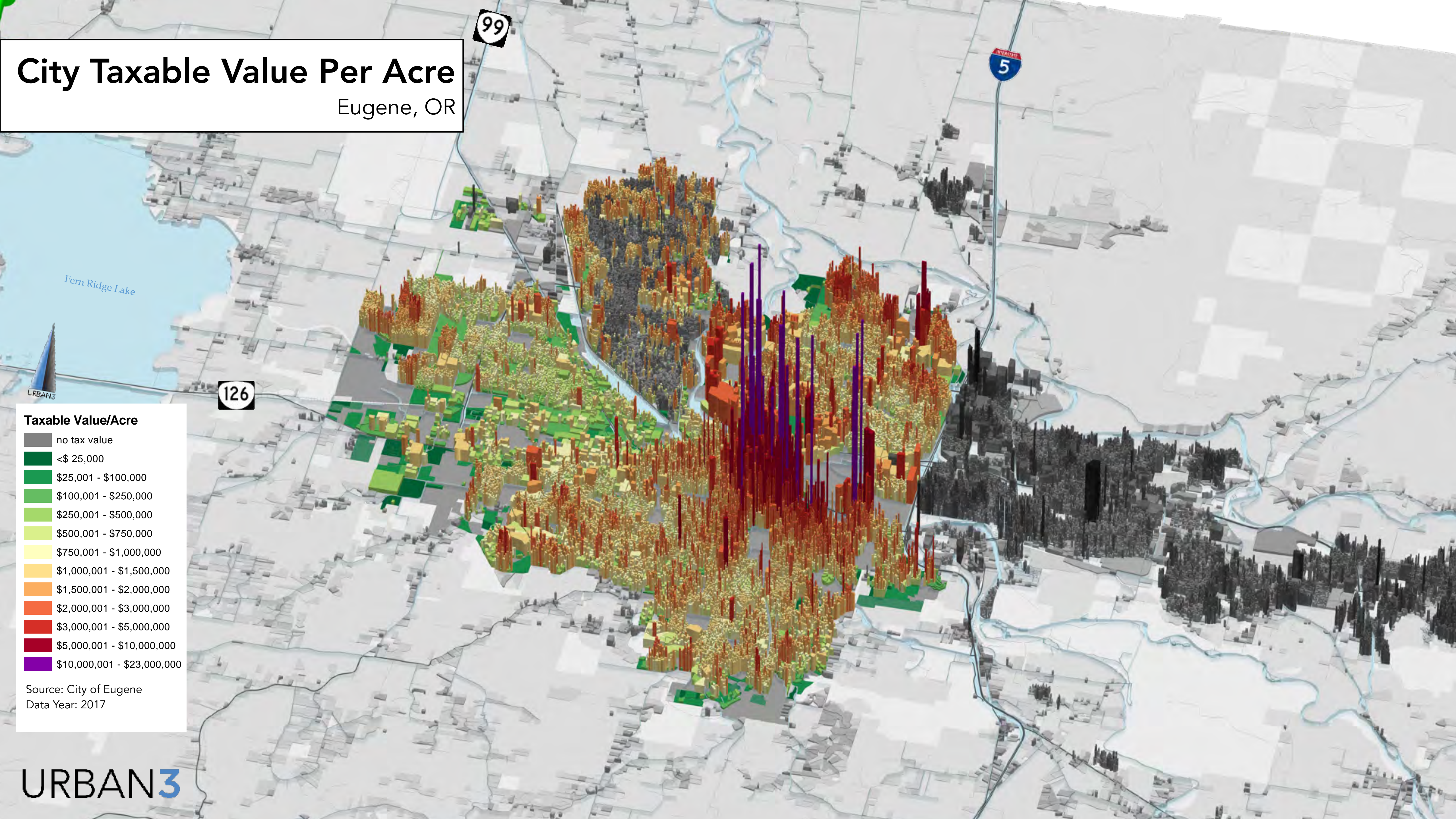
Eugene, Oregon

City Taxable Value Per Acre

Eugene, OR

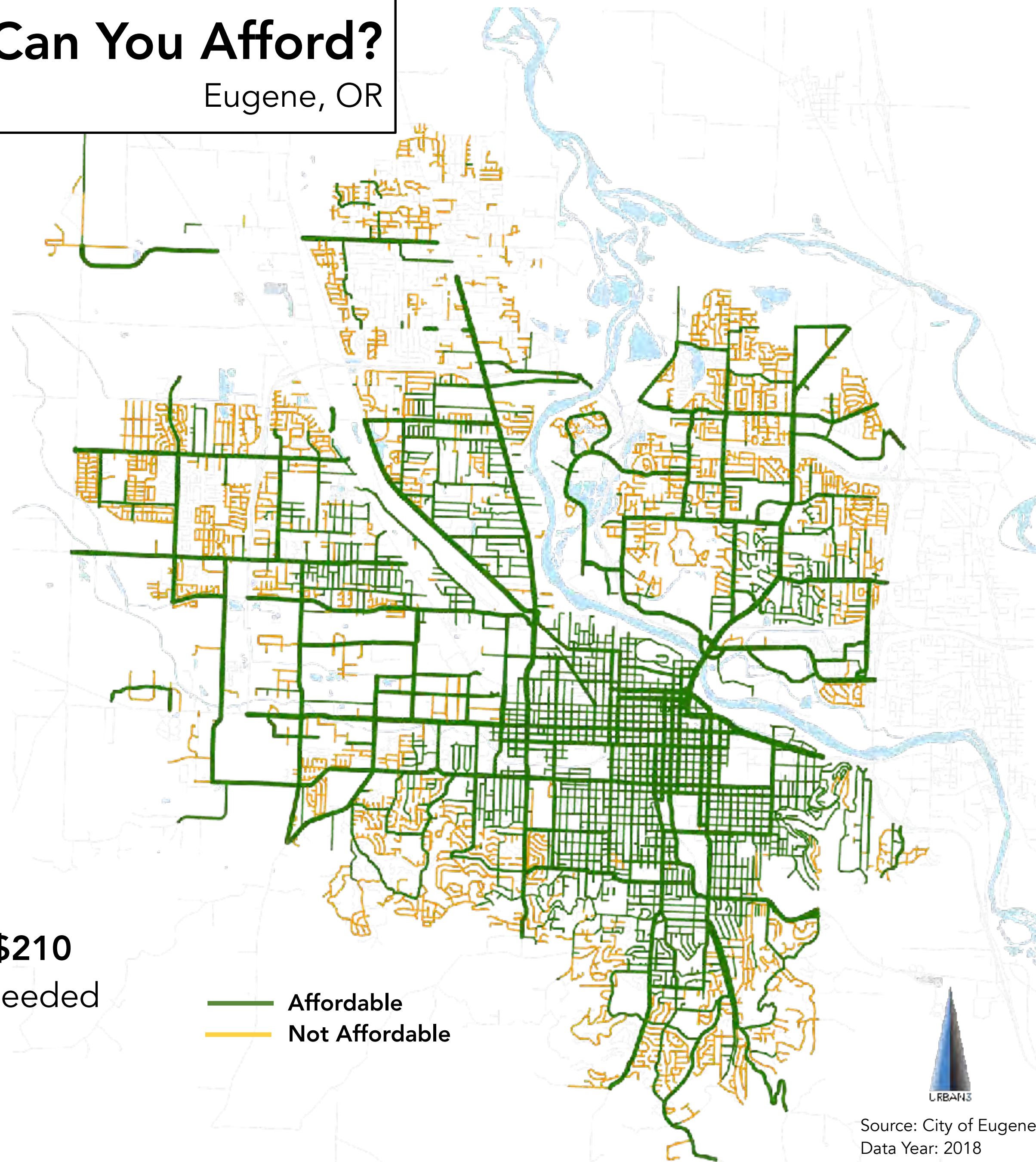


Source: City of Eugene
Data Year: 2017



How Much Road Can You Afford?

Eugene, OR



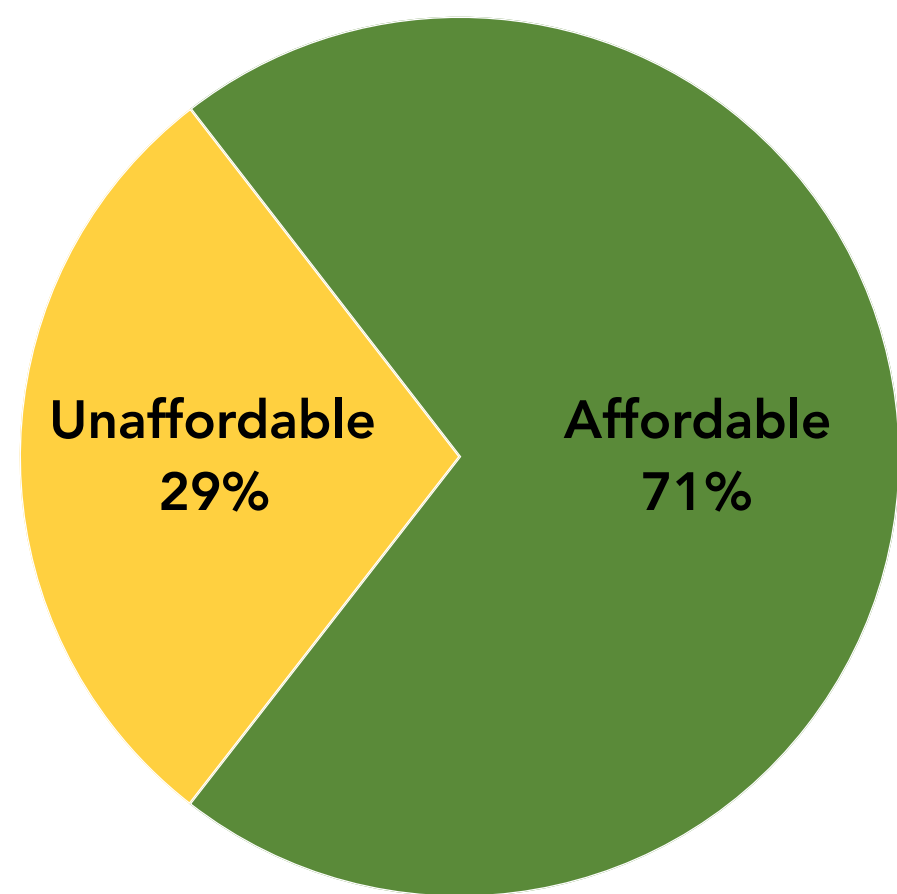
State gas tax	\$12,000,000
Local gas tax	\$3,000,000
SDC	\$800,000
Bond/Year	\$8,000,000
Public Works	\$11,679,000
Total Revenue	\$35,479,000

Current Revenue Per Person: **\$210**
\$50,278,387/year additional needed
or 600 miles of roads deficit.

71% Affordable

How Much Road Can You Afford?

Eugene, OR

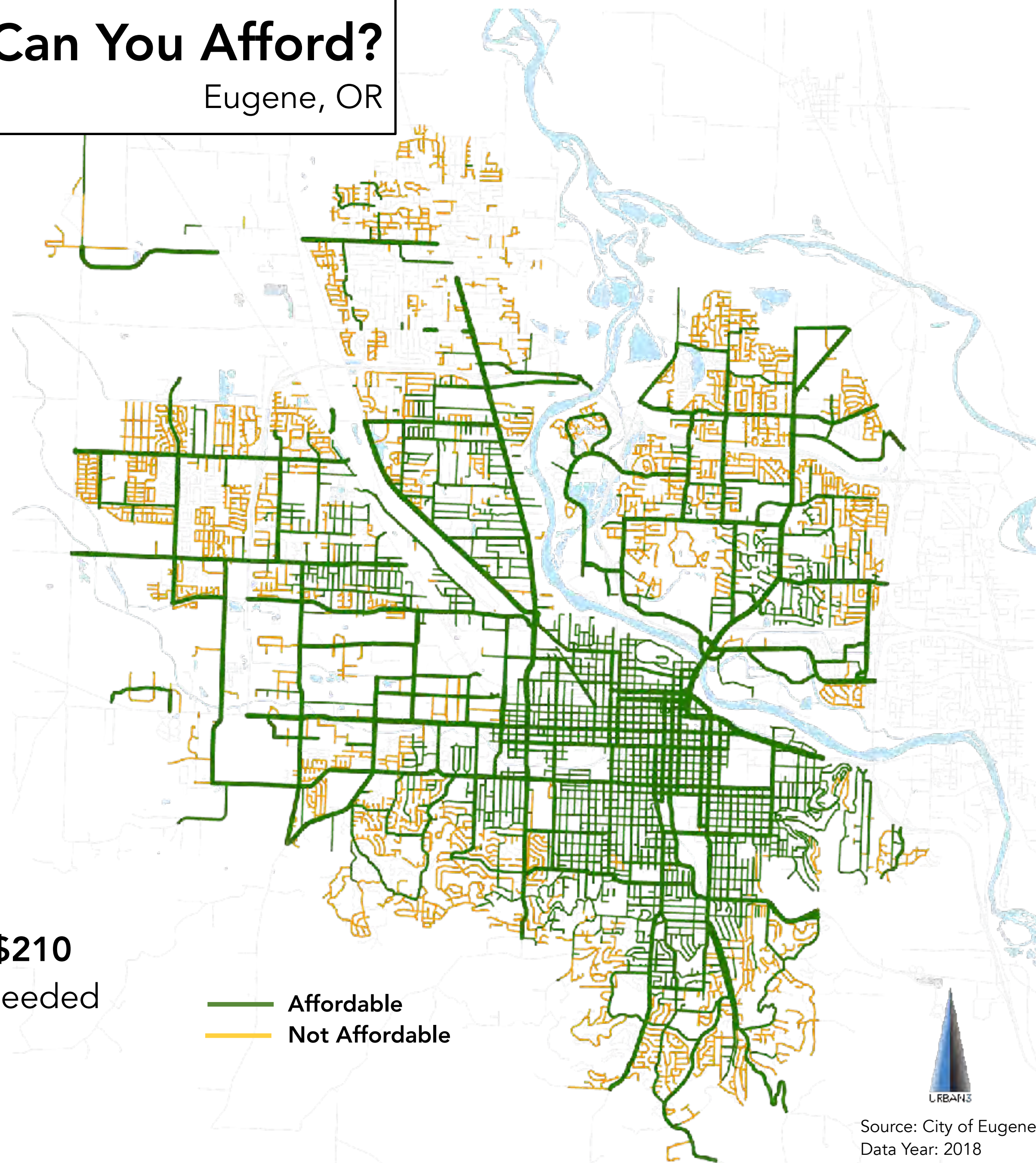


Roads

State gas tax	\$12,000,000
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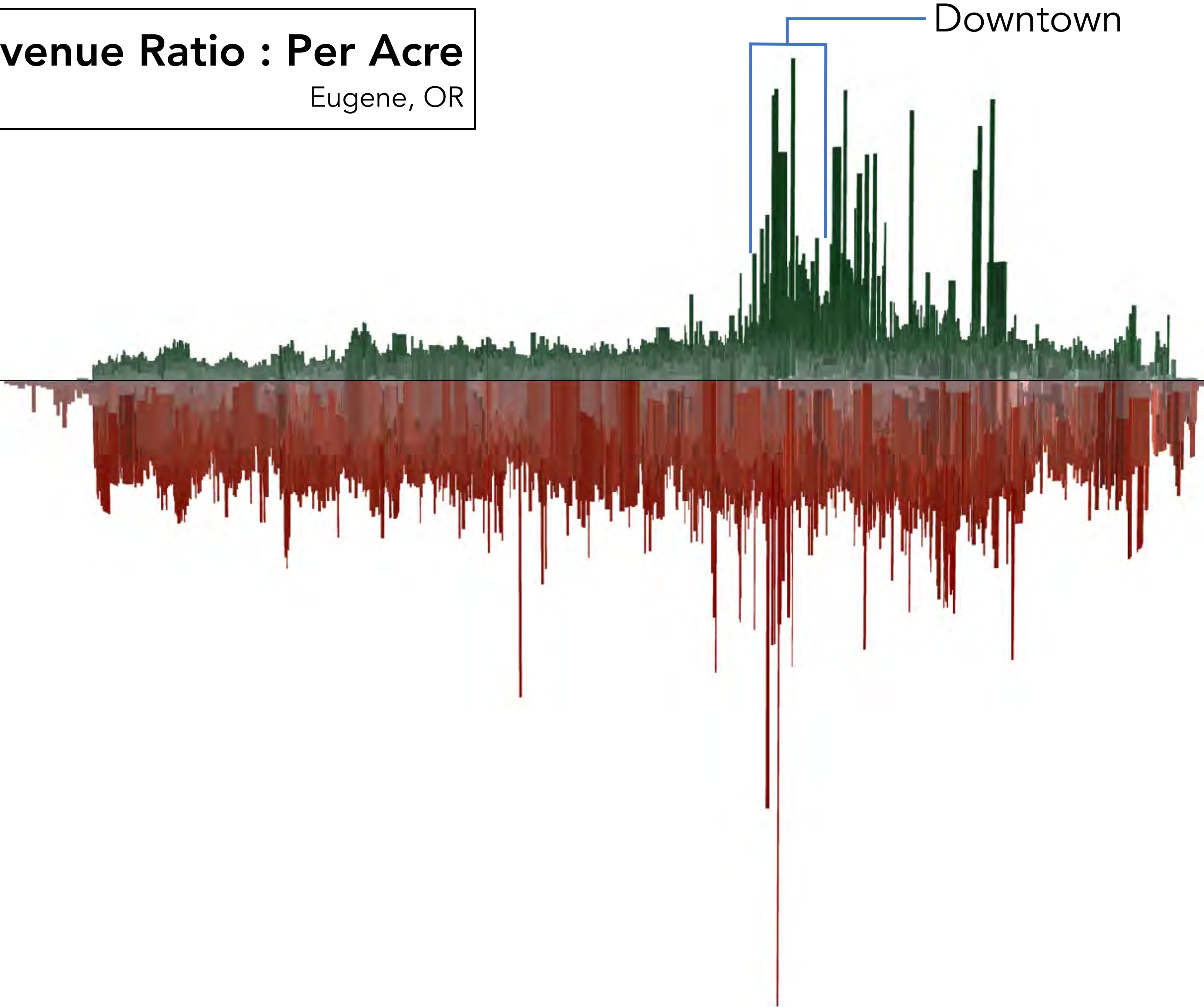
71% Affordable



Source: City of Eugene
 Data Year: 2018

Expense and Revenue Ratio : Per Acre

Eugene, OR

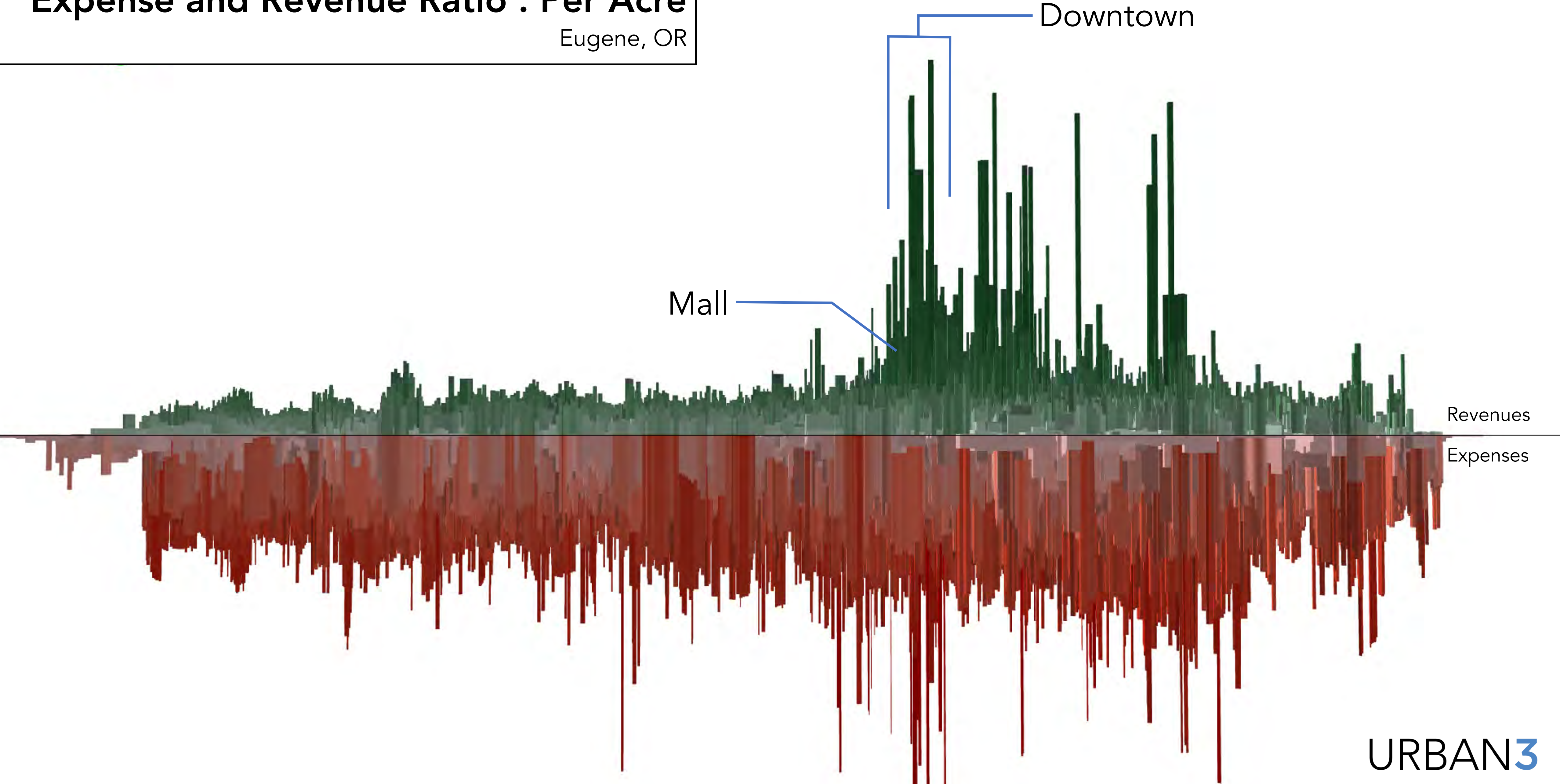


Revenues

Expenses

Expense and Revenue Ratio : Per Acre

Eugene, OR



Downtown

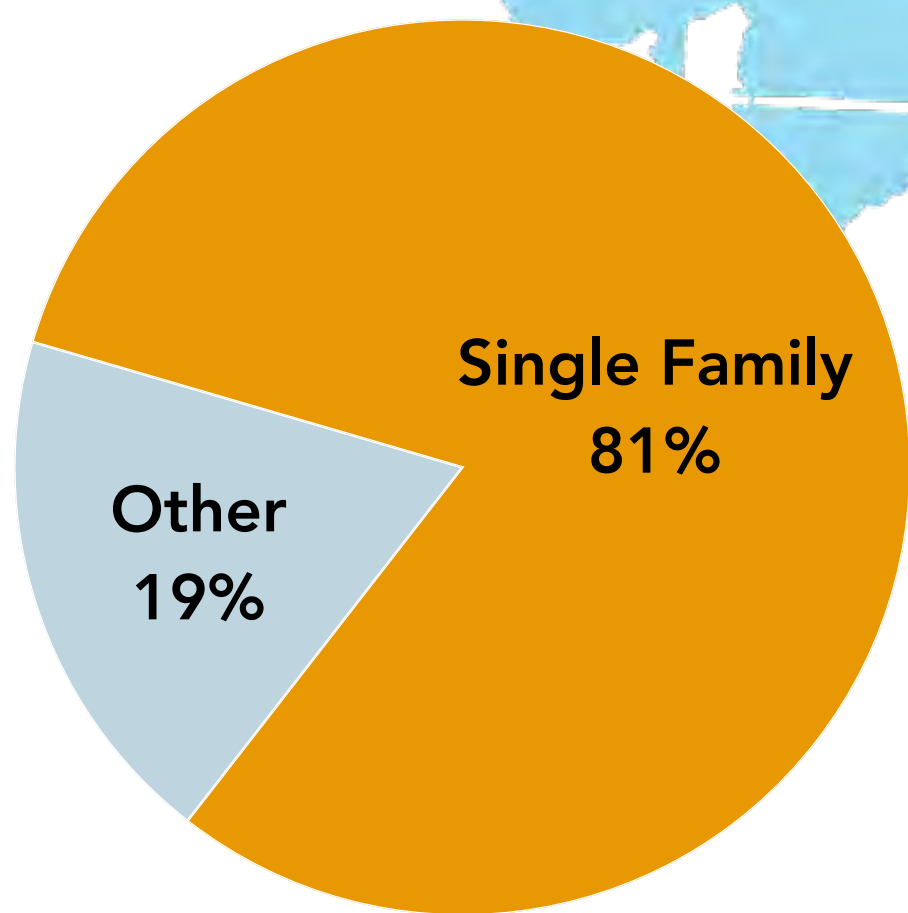
Mall

Revenues

Expenses

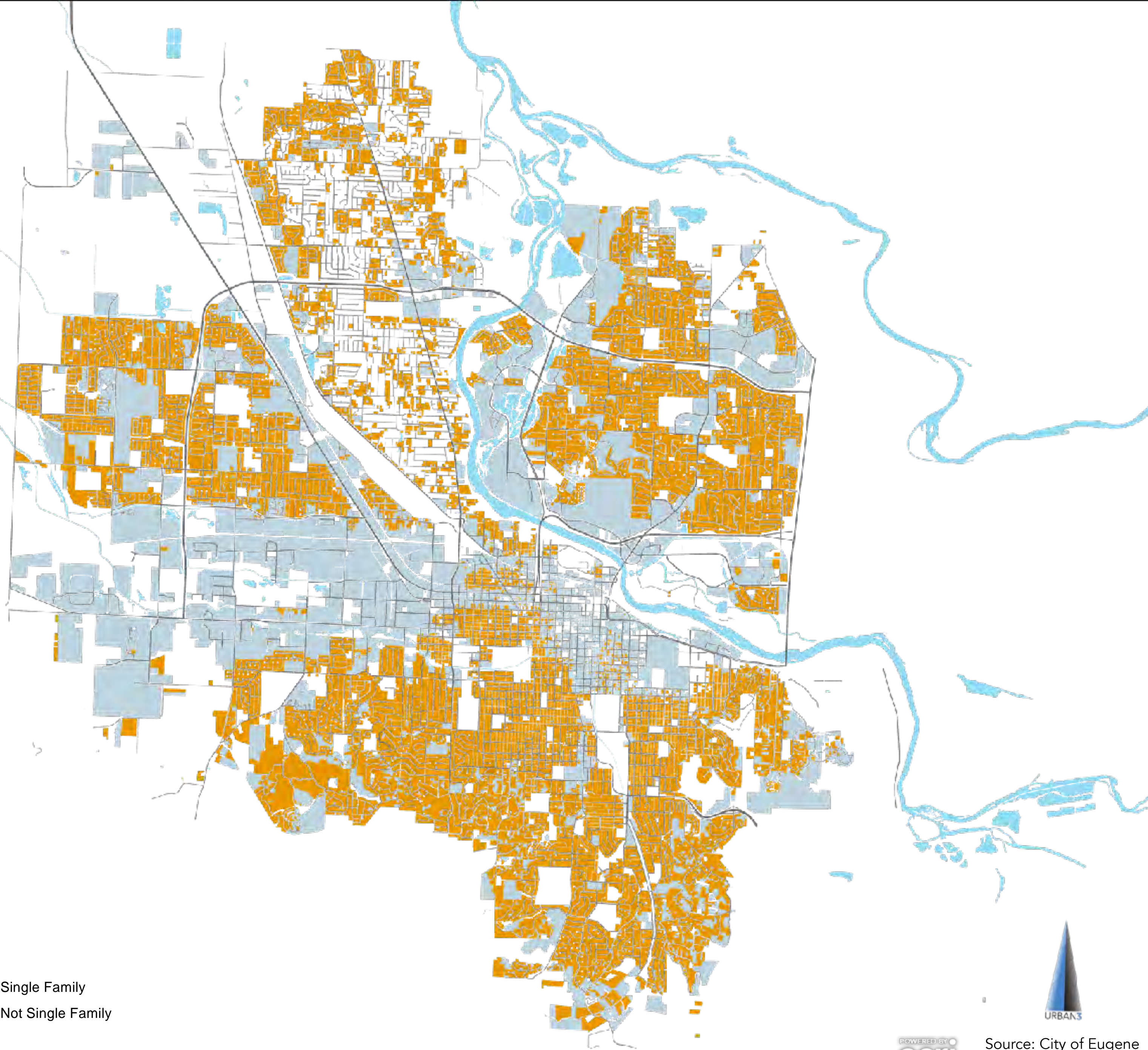
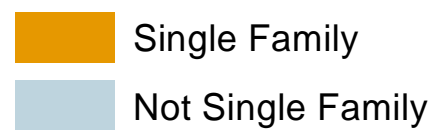
Single Family Land Use Analysis

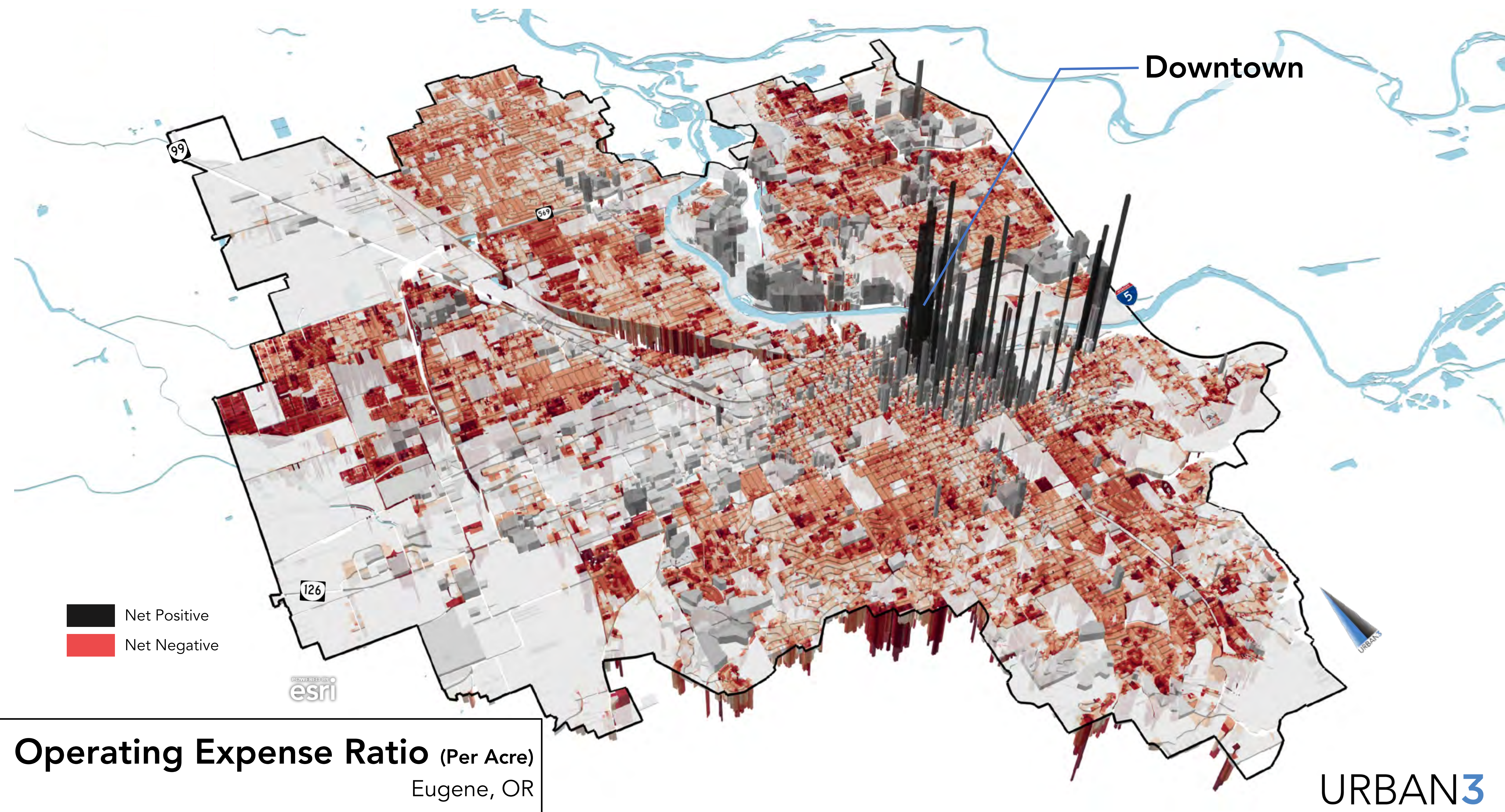
Eugene, OR



Land Use

Approximately 81% of properties are Single Family (40k/50k)





Downtown

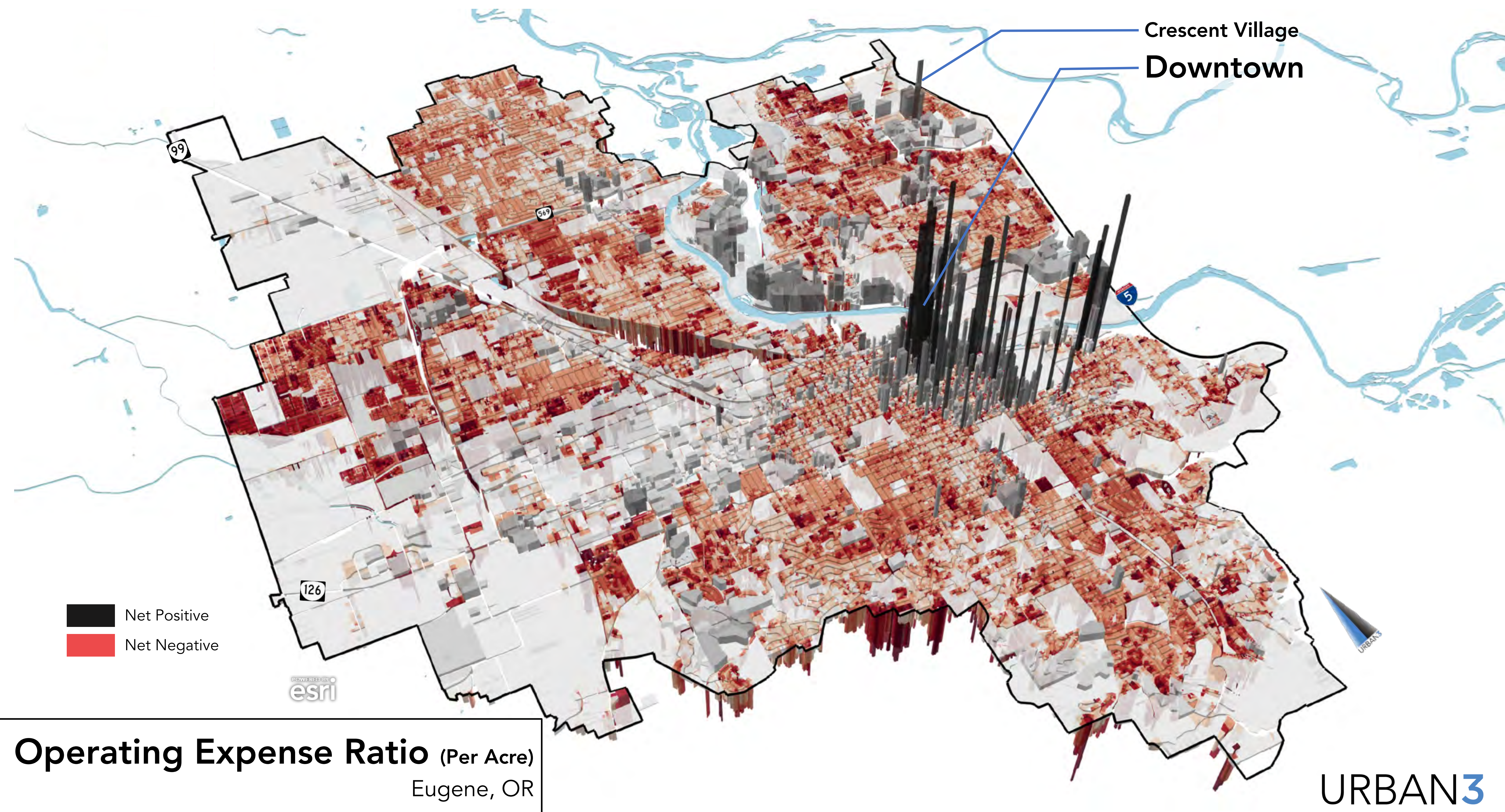
- Net Positive
- Net Negative

POWERED BY
esri

URBAN3

Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3



Crescent Village
Downtown

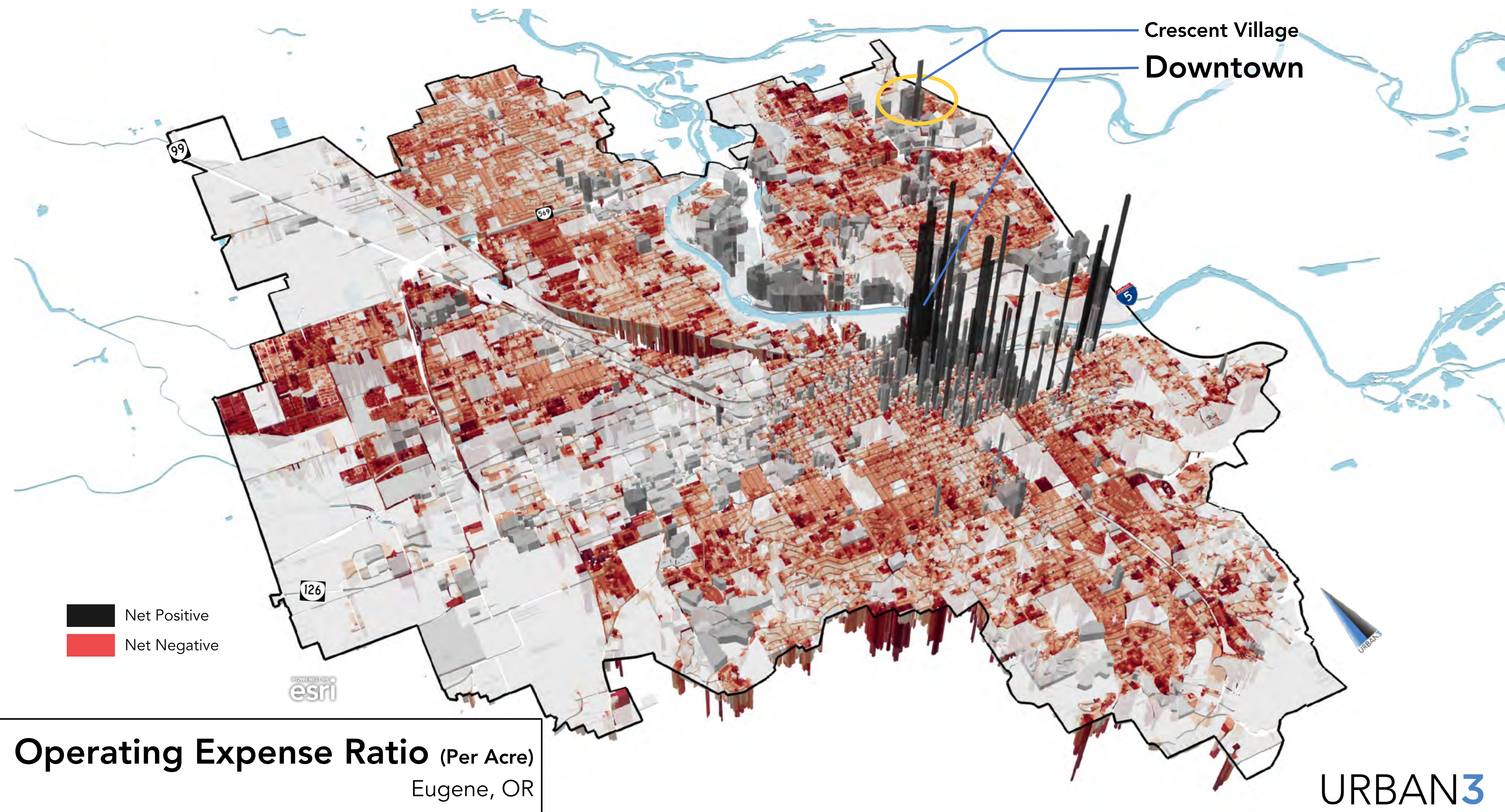
Net Positive
Net Negative

POWERED BY
esri



Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3



Crescent Village
Downtown

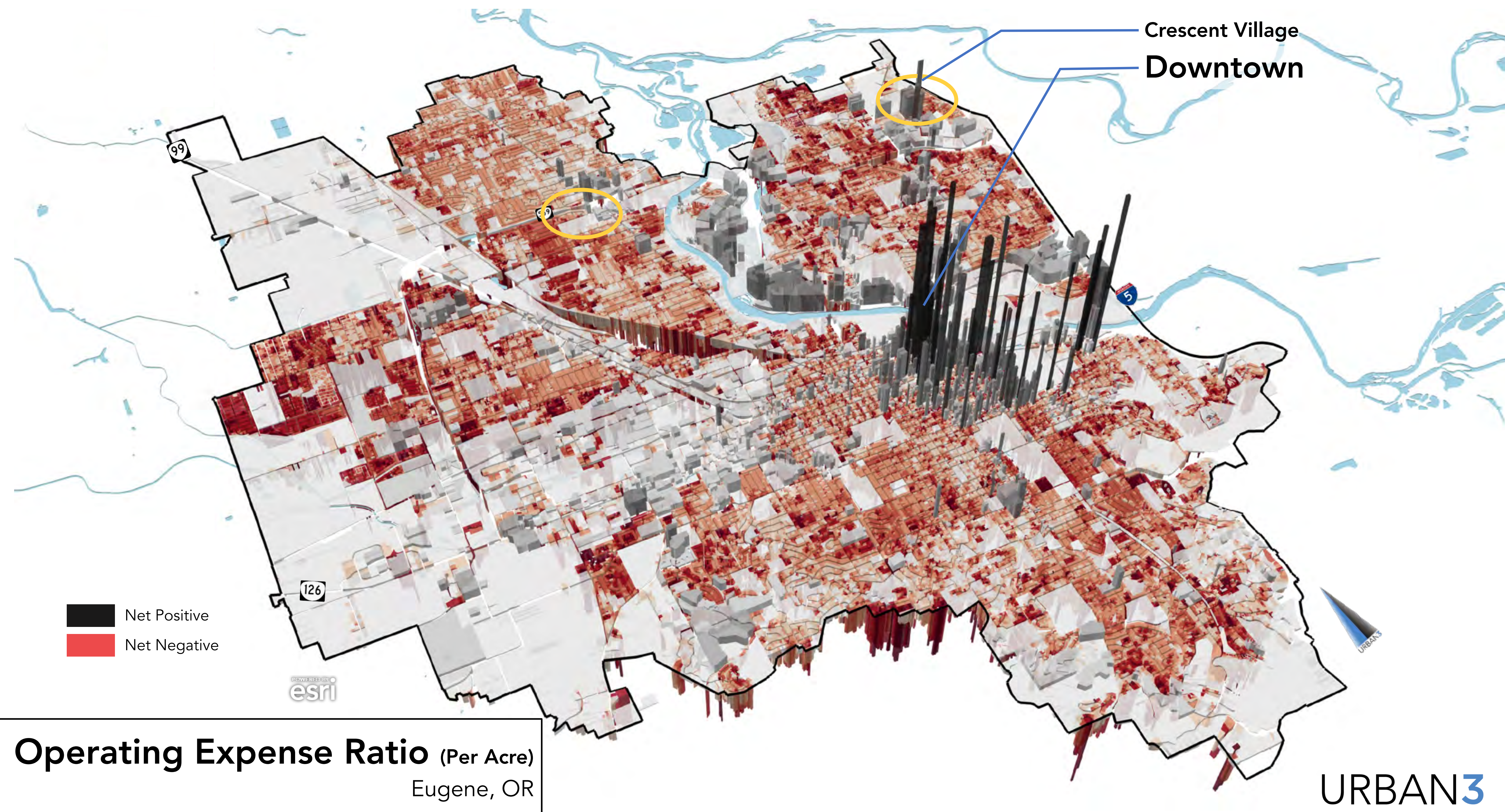
Net Positive
Net Negative

POWERED BY
esri



Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3



Crescent Village
Downtown

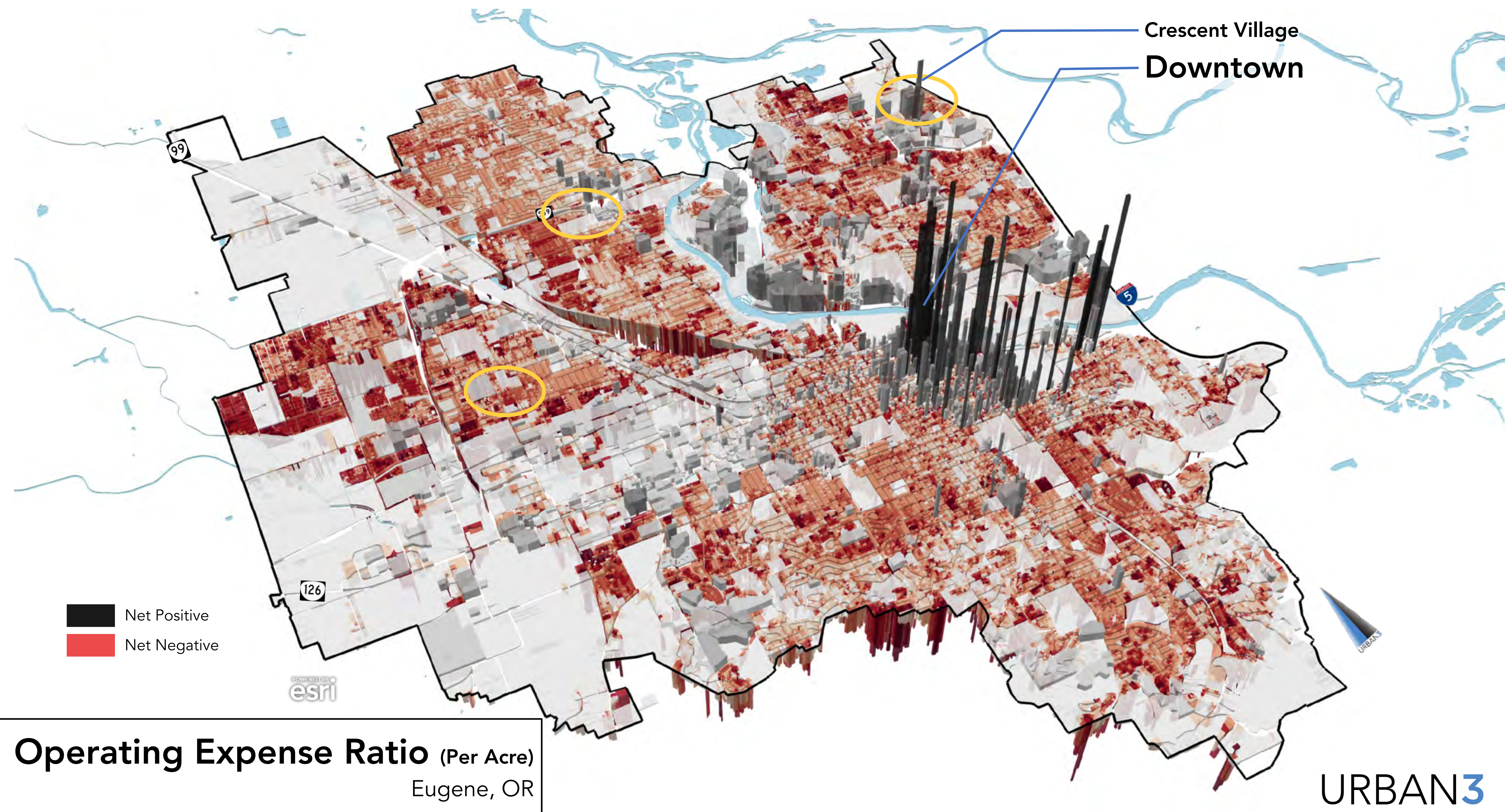
Net Positive
Net Negative

POWERED BY
esri



Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3



Crescent Village
Downtown

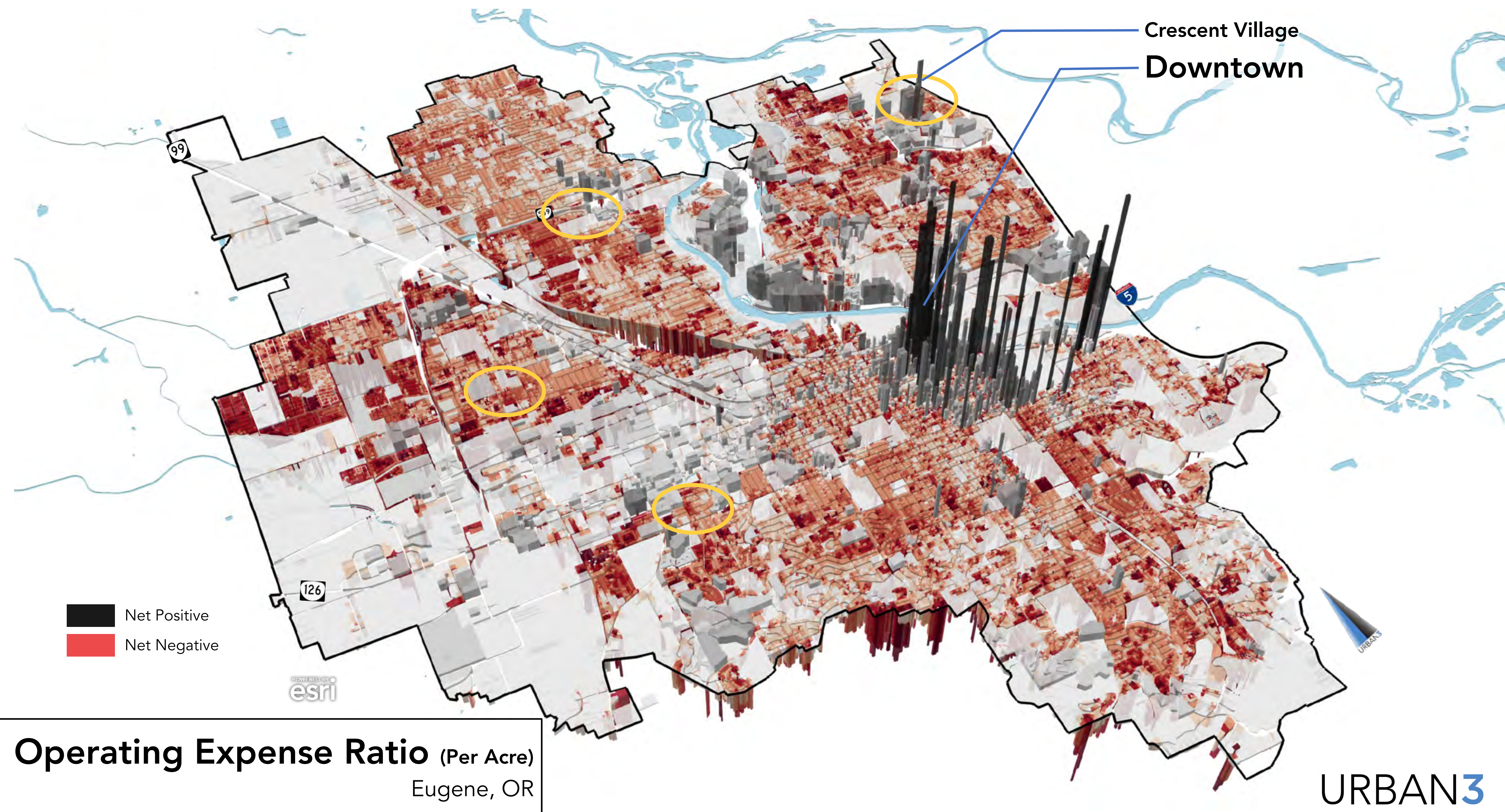
Net Positive
Net Negative

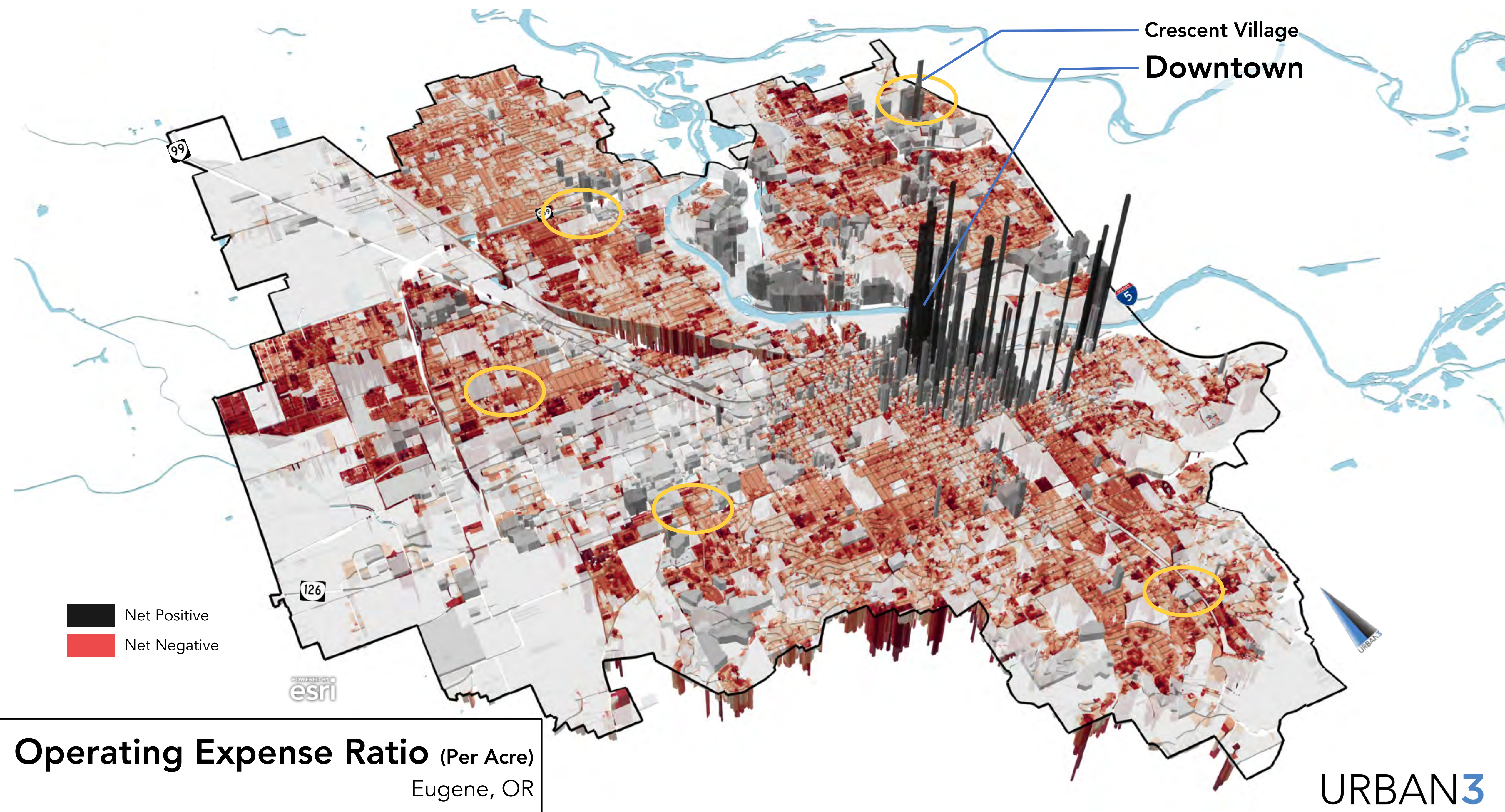
POWERED BY
esri



Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3



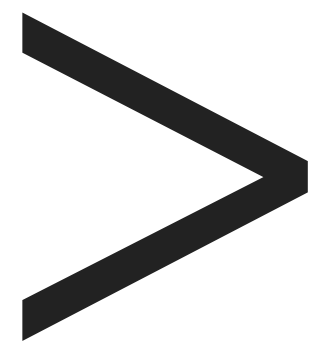


Crescent Village
Downtown

Net Positive
Net Negative

Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3



Greenway

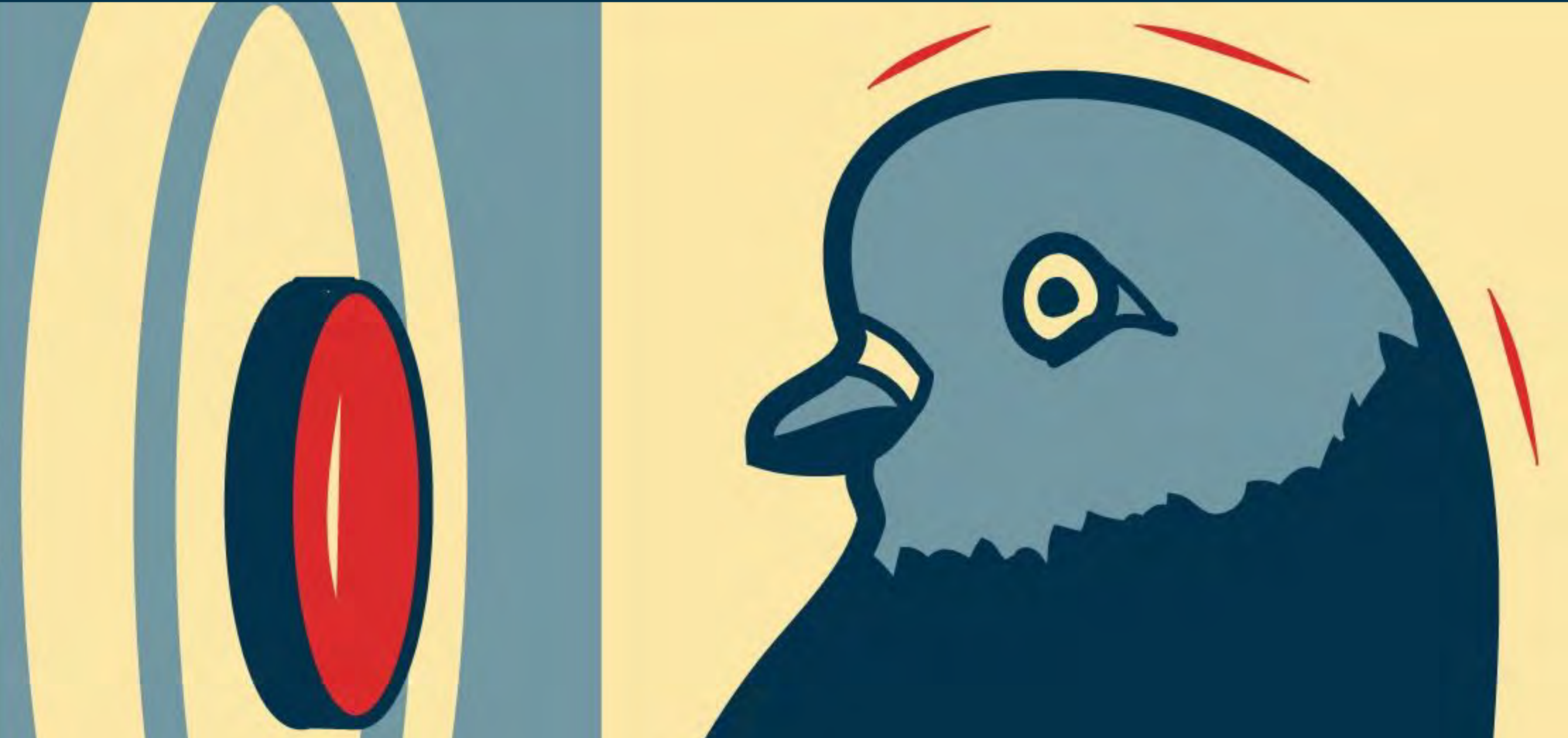


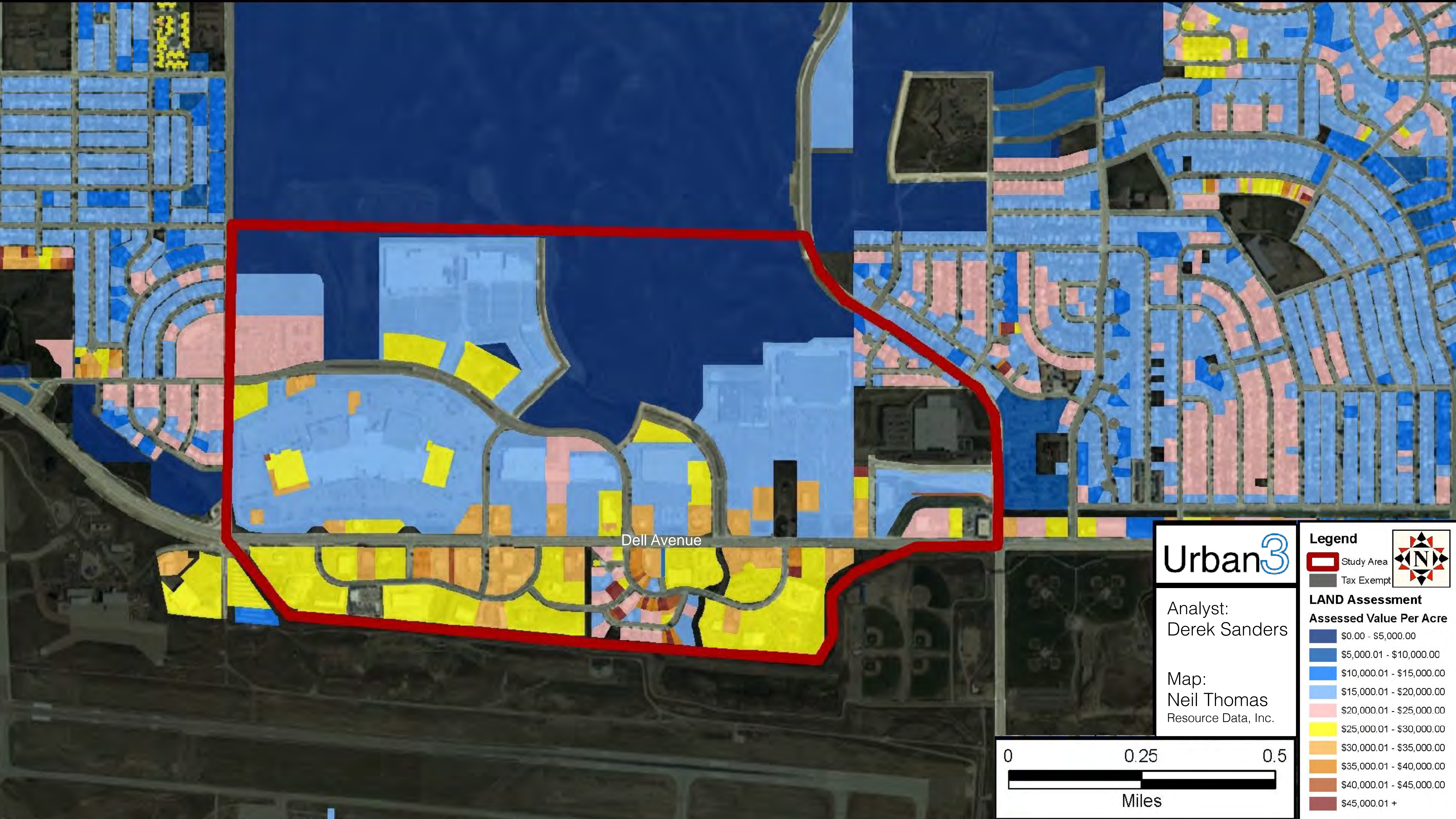
Art Teacher



Dancing Traffic Cop

Behavioral Economics





Dell Avenue

Urban3

Analyst:
Derek Sanders

Map:
Neil Thomas
Resource Data, Inc.

Legend

- Study Area
- Tax Exempt



LAND Assessment

Assessed Value Per Acre

- \$0.00 - \$5,000.00
- \$5,000.01 - \$10,000.00
- \$10,000.01 - \$15,000.00
- \$15,000.01 - \$20,000.00
- \$20,000.01 - \$25,000.00
- \$25,000.01 - \$30,000.00
- \$30,000.01 - \$35,000.00
- \$35,000.01 - \$40,000.00
- \$40,000.01 - \$45,000.00
- \$45,000.01 +

0 0.25 0.5



Miles



FAIR+EQUITABLE
AUGUST 2019 | VOLUME 17 | NUMBER 7
A publication of IAAD on appraisal and appraisal management, within the property assessment industry

DON'T CUT ME OFF!
 USING POST-VALUATION DATE EVIDENCE IN APPRAISALS | **8**

INSIDE
IAAO CONFERENCE SESSION HIGHLIGHTS
 Available session topics are vast and wide for 2019. | **17**

HIGHEST AND BEST USE
 TEGoVA extends Highest and Best Use value to encompass Hope Value | **28**

Legend

- Study Area
- Tax Exempt

LAND Assessment

Assessed Value Per Acre

	\$0.00 - \$5,000.00
	\$5,000.01 - \$10,000.00
	\$10,000.01 - \$15,000.00
	\$15,000.01 - \$20,000.00
	\$20,000.01 - \$25,000.00
	\$25,000.01 - \$30,000.00
	\$30,000.01 - \$35,000.00
	\$35,000.01 - \$40,000.00
	\$40,000.01 - \$45,000.00
	\$45,000.01 +



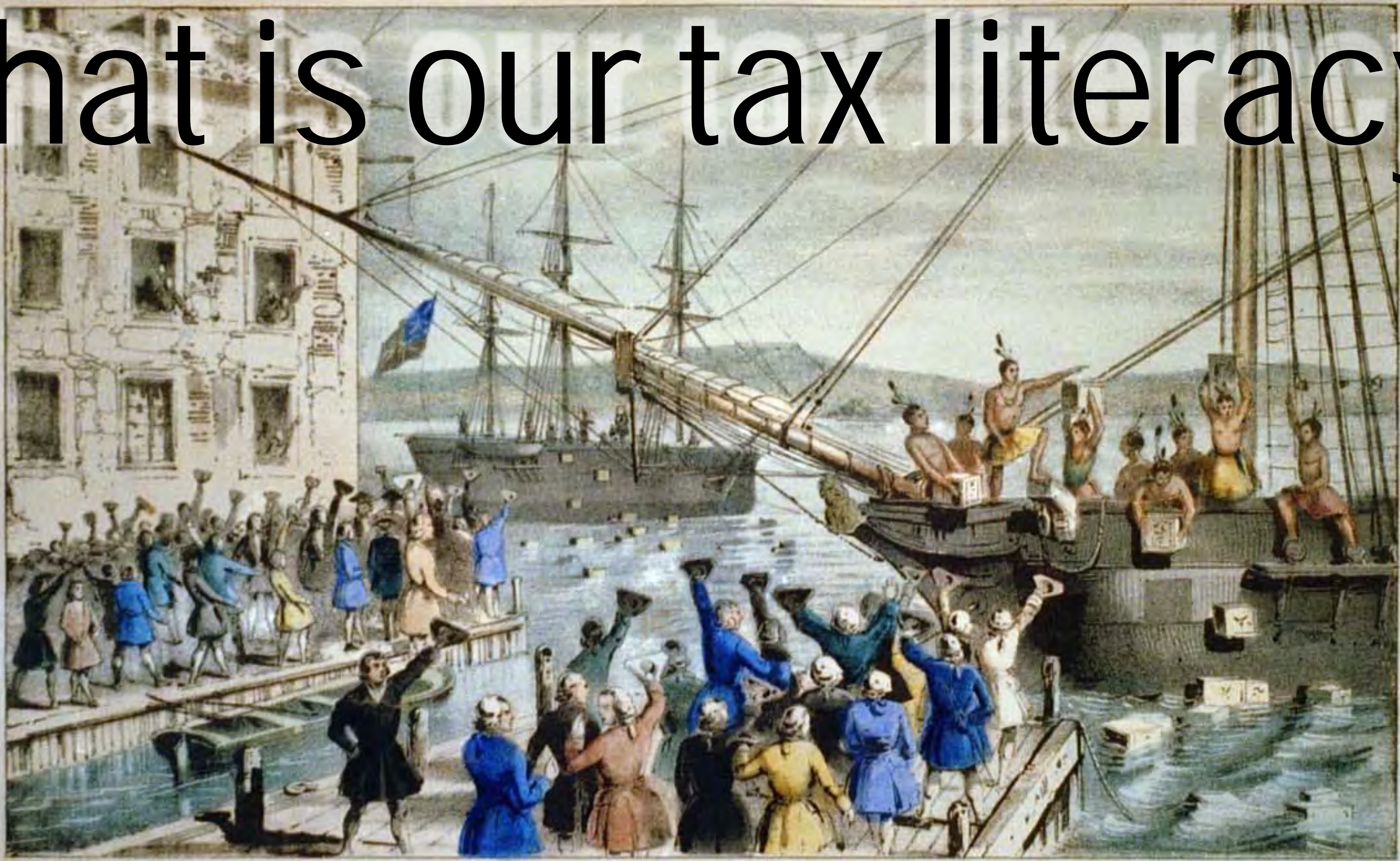


MARKET FORCES

I bought a boat



What is our tax literacy?



THE DESTRUCTION OF TEA AT BOSTON HARBOR.

Just put
your happy
little numbers
on a map.

Don't
worry
about
mistakes.



DO THE MATH





by Elizabeth Magie Phillips
FAMOUS ORIGINATOR OF GAMES

NO TRESPASSING GO TO JAIL 		FOR RENT \$18 FOR SALE \$180	ABSOLUTE NECESSITY CLOTHING \$5	FOR RENT \$19 FOR SALE \$190	FOR RENT \$20 FOR SALE \$200	R.R. \$5	FOR RENT \$21 FOR SALE \$210	LEGACY \$100	FOR RENT \$22 FOR SALE \$220	LUXURY \$50
FOR RENT \$17 FOR SALE \$170	R. R.		WAGES		FOR RENT \$1 FOR SALE \$10	ABSOLUTE NECESSITY BREAD TAXES \$5		FOR RENT \$2 FOR SALE \$20	NO TRESPASSING GO TO JAIL	
FOR RENT \$16 FOR SALE \$160	BANK		PUBLIC TREASURY		FOR RENT \$3 FOR SALE \$30	R.R. \$5		FOR RENT \$4 FOR SALE \$40	LUXURY \$50	
FRANCHISE	R. R. \$5		PUBLIC TREASURY		FOR RENT \$5 FOR SALE \$50	LUXURY \$50		FOR RENT \$5 FOR SALE \$50	TAXES	
WATER	FOR RENT \$15 FOR SALE \$150	BANK		PUBLIC TREASURY		LIGHT FRANCHISE \$5		FOR RENT \$6 FOR SALE \$60	ABSOLUTE NECESSITY COAL TAXES	
R. R. \$5	FOR RENT \$14 FOR SALE \$140	BANK		PUBLIC TREASURY		FOR RENT \$7 FOR SALE \$70	R. R. \$5		ABSOLUTE NECESSITY SHELTER \$5	
FOR RENT \$13 FOR SALE \$130	FOR RENT \$12 FOR SALE \$120	BANK		PUBLIC TREASURY		FOR RENT \$8 FOR SALE \$80	R. R. \$5		ABSOLUTE NECESSITY SHELTER \$5	
LUXURY \$50	FOR RENT \$11 FOR SALE \$110	BANK		PUBLIC TREASURY		FOR RENT \$9 FOR SALE \$90	R. R. \$5		ABSOLUTE NECESSITY SHELTER \$5	