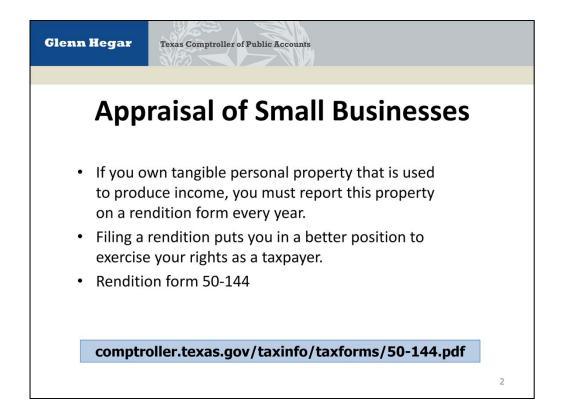


Hello, and welcome to the Texas Comptroller's presentation on *How to Present Your Case at an Appraisal Review Board Hearing: A Small Business Owner's Guide*. Before we get into the main part of the presentation, let me explain the scope and limits of the presentation.

First, state law prohibits the Comptroller's office from advising a taxpayer about, or intervening in, a matter under protest before an appraisal review board (ARB). This presentation is intended to offer a general guide. It seeks to present the small business owner with a general idea of the appeal process that covers the most common situations and does not include every nuance of the law covering appeals. Second, this presentation is directed only at one type of property owner – those that own a small business and are not satisfied with the value the appraisal district placed on it. The process, however, is very similar for all property owners, whether they are appealing the value of a home, a business or a piece of rural land.

Every appraisal district must adhere to the law, but not all appraisal districts carry out this mission in exactly the same way. Larger appraisal districts must handle thousands of protests and will hold hearings for months, while small appraisal districts may only have a handful of appeals and will hold hearings in one day. The way hearings are handled in your appraisal district may not necessarily mirror this presentation exactly.

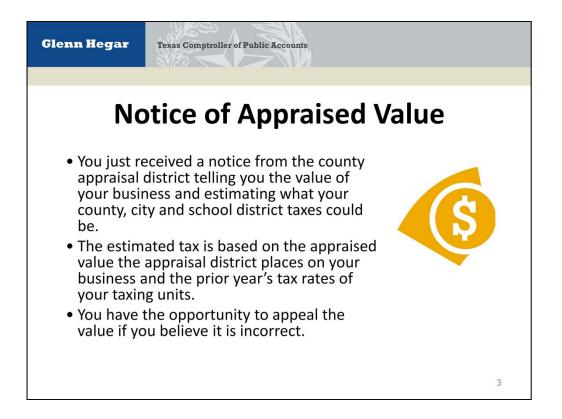


As you hopefully already know, if you own a business, you must report, or render, your incomeproducing personal property, which includes furniture, fixtures, equipment, inventory, machinery and vehicles. A rendition identifies, describes and gives the location of your taxable property. Owners of businesses with an aggregate value of less than \$20,000 can file a simplified rendition statement, which contains only the property owner's name and address, a general description of the property and the location of the property. Owners of businesses with more than \$20,000 must file a rendition with the following information:

- the property owner's name and address;
- a description of the property for inventory;
- a description of each type of inventory;
- a general estimate of the quantity of each type of inventory;
- the property's physical location; and
- either the owner's good faith estimate of the property's market value or the property's historical cost new and its year of acquisition.

The business personal property rendition is form number 50-144 and it can be found on the Comptroller's Property Tax Assistance Division website at the address on your screen. State law contains stiff penalties for delinquent or fraudulent renditions.

If you file a rendition, you are in a better position to exercise your rights as a taxpayer because your opinion of your property's value is on record with the appraisal district and the chief appraiser must send you a notice of appraised value if a higher value than what was listed on your rendition is placed on your property.



Under the following circumstances, state law requires appraisal districts to send you a notice by May 1, or as soon thereafter as practicable, of the market value of your business and how much tax you would have to pay based on the same tax rate your city, county, school district and any special purpose district charged the previous year:

- if the value of your property is higher than it was in the previous year;
- if the value of your property is higher than the value you gave on a rendition;
- · if your property was not on the appraisal district's records in the previous year; or
- if an exemption is reduced or cancelled for the current year.

Among other things, the notice will also tell you the following:

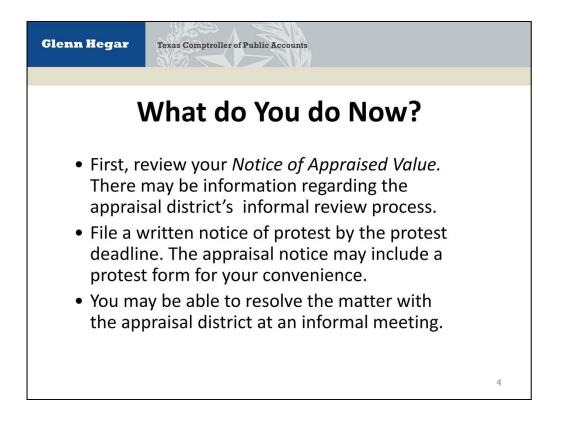
- to which taxing entities you will have to pay property taxes;
- · the appraised value of your business in the prior year;
- an explanation of when and how you can protest the value; and
- the date and place the ARB will begin hearing protests.

Placing a value on your business is the first step in the property tax process. The appraisal district in your county sets the taxable value of all property in the county. Your local governments, like the county commissioners court, city council, school districts and special purpose districts like a water or library district, will use the total value of property in their jurisdiction to set a tax rate according to the local government's budgets, which are set based on the amount of money it will take to provide

public services.

So, the first step in trying to limit your tax bill is to make sure the appraisal district places a fair value on your business. The Texas Legislature has created a legal process for property owners to appeal the appraisal district's value. The focal point of the process is the ARB.

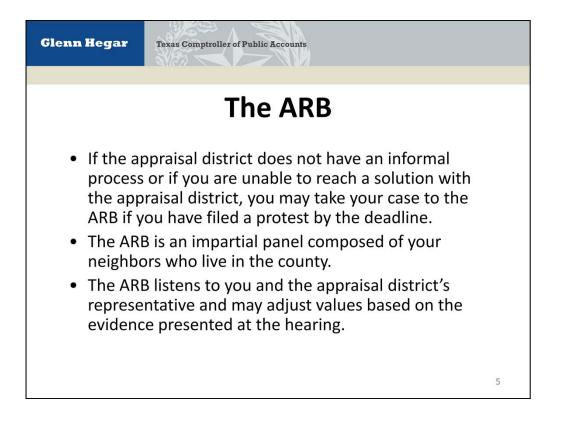
The notice of appraised value should explain how and when you can file a protest with the ARB, and should include a protest form.



Most appraisal districts, although not all, provide what is called an informal meeting where you can sit down one-on-one with an appraiser and discuss the value of your business. In most appraisal districts, the vast majority of disputes are settled during the informal process.

It is very important, however, that you preserve your right to protest to the ARB by filing your notice of protest by May 31 or no later than 30 days after the appraisal district mailed a notice of appraised value to you, whichever date is later, even if you hope to resolve your concerns at the informal meeting with the appraisal district.

Your notice may show whether your appraisal district has an informal meeting process. If it does, you may want to take advantage of this opportunity. In attending an informal meeting, be sure to bring all your evidence to increase your potential for receiving an adjustment at this meeting and avoid having to present your case in front of the ARB.



If your appraisal district does not have such an informal process or, if after meeting with the appraisal district informally you are still not happy with the value placed on your business, you can ask for a formal hearing with the ARB. Remember, that you must have filed the notice of protest by the required deadline, or you may unintentionally forfeit your right to appear before the ARB.

The ARB is an independent body, and is not subject to the authority of the appraisal district. They are typically your neighbors, who most likely own homes or businesses, and have a personal interest in making sure the appraisal process is fair to everyone. The ARB, which can be composed of a number of three-member panels, is like a judge and jury in a case. They will hear evidence, both from you and the appraisal district's representative. After hearing and considering the evidence, the ARB will make a decision on the value of your business. Like a judge, ARB members cannot discuss your case with anyone outside of the hearing. Likewise, you should not contact any ARB member about your case outside of the hearing. If you do, the members cannot hear your specific case. While most protest hearings are open to the public, the property owner and appraisal district representative can make a joint motion to require a closed hearing if confidential information is to be presented at the hearing.

Glenn Hegar

Texas Comptroller of Public Accounts

What Can You Protest?

- <u>Excessive value</u>: if you believe the appraisal district's value on your business is too high
- <u>Unequal appraisal</u>: if you believe the appraisal district appraised your business at a higher proportion of its value than comparable properties, adjusted for condition, size and other factors
- <u>Failure to grant exemptions</u>: if the chief appraiser denied your exemption application
- <u>Failure to provide notice</u>: if the appraisal district failed to provide notice that the value of your business changed

There are a number of situations in which you can appeal the value of your business to the ARB. The following are four typical types of protests.

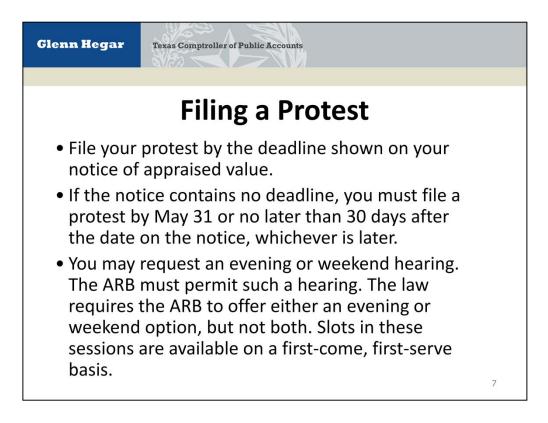
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First, you can appeal if you believe the value the appraisal district placed on your business is too high.

You can also appeal if you believe the appraisal district has appraised your business at a higher proportion of its value in relation to the value it placed on a similar business. Appraisals must be equal and uniform, and if you believe this is not the case you can show the ARB appraisals of other like businesses to prove your point.

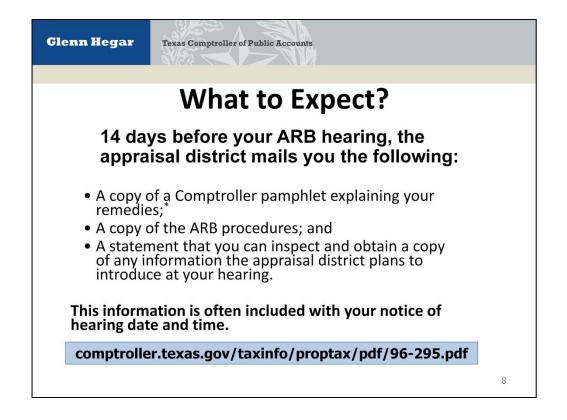
As a business owner, you may want to appeal if the appraisal district denied your exemption application. The taxable value of your business is the appraised value, less exemptions. If the appraisal district refused an exemption, you may end up with a higher tax bill. Appealing this issue to the ARB may help you reduce your tax liability if the ARB grants the exemption. Freeport, goods-in-transit and certain motor vehicles used for the production of income and for personal use are just a few examples of exemptions for which small businesses can apply, in certain jurisdictions that authorize them.

One final issue that you may want to appeal is if the appraisal district failed to notify you that the value on your business had changed to a degree that it would increase your tax liability.



You must file a protest by May 31, or no later than 30 days after the date on the notice of appraised value on your business.

The Legislature recognizes that most business owners are at work every day during the week, so the ARB shall provide for an evening or weekend hearing.



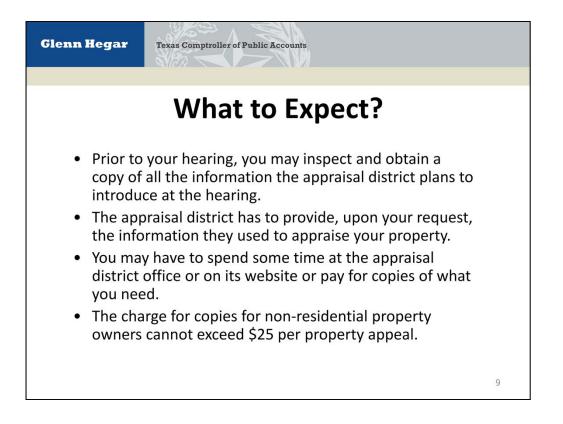
The ARB must send you a notice of the date, time and place of your hearing at least 15 days in advance of the hearing date. It must be postmarked, not received, 15 days before the hearing. Since most ARBs do not have administrative staff, the appraisal district handles their paperwork.

At least 14 days before the hearing date, the appraisal district must send you:

- the Comptroller's publication, *Property Taxpayer Remedies*, which explains your protest appeal rights and the ARB's responsibilities;
- the ARB's procedures for the protest hearing; and
- a statement notifying you that you can inspect and obtain copies of data, schedules, formulas and other information the appraisal district plans to use at your hearing.

This information is often included with your notice of hearing date and time.

Note that the information the appraisal district plans to introduce at your hearing is not provided – only a statement that the information is available upon request.



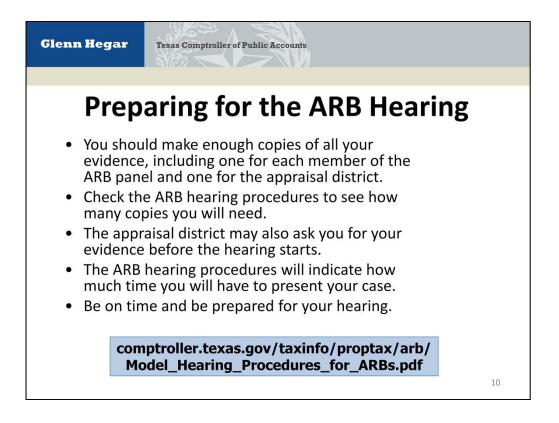
You have a right to inspect and obtain a copy of all the information the appraisal district plans to introduce at the hearing. You should visit the appraisal district office and ask that they show you all the data they used in determining the value of your business and all evidence they may use at the hearing. Some appraisal districts may ask you to make your request in writing. Some appraisal districts make evidence available through their websites.

After reviewing data, ask for copies of items you believe you will need to prepare for the hearing. Under the law, the appraisal district must give you all the information used to appraise your property.

Keep in mind, however, that you are requesting this information after you received your notice, so the appraisal district cannot provide the copies 14 days before the hearing. You may receive your copies only a few days before the hearing.

The appraisal district is required to provide the copies you request, but you should know that they can charge for those copies. They cannot, however, charge you more than \$25 total for all the copies they make for you for each business you protest.

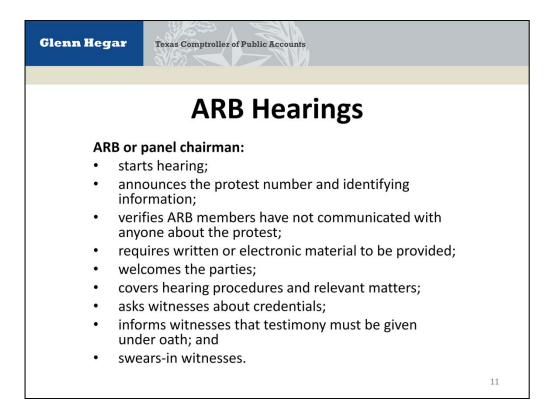
You can appear at the ARB hearing in person, by affidavit or through an agent.



Make sure you become thoroughly familiar with the ARB procedures and adhere to them.

All ARBs are required to develop local procedures that follow model hearing procedures developed by the Comptroller's office. The Comptroller's Model Hearing Procedures are available at the address on your screen.

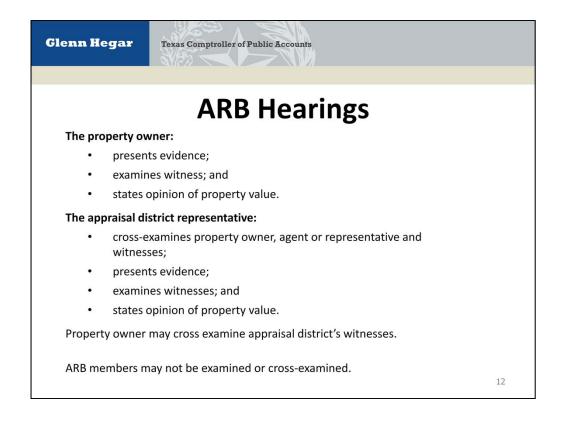
Be sure to make a copy of your evidence for each member of the ARB or panel. You should also make a copy of the evidence for the appraisal district's representative and, of course, make sure you have a copy as well. Understand that the copies you provide will become part of the hearing record and will not be returned to you.



Most ARB hearings follow these steps.

The ARB or panel chairman:

- starts the hearing;
- announces the protest number and other identifying information, including the property owner and property location;
- verifies the ARB members considering the hearing have not communicated with anyone about the protest and indicate each signed an affidavit to that effect;
- requires all written or electronic material not previously provided to be provided;
- welcomes the parties;
- · goes over the hearing procedures and other relevant matters;
- asks witnesses about licensing and certification credentials and in what capacity they intend to appear at the hearing;
- · informs witnesses that all testimony must be given under oath; and
- swears-in all witnesses who plan to testify.



The next part of the hearing is when evidence is presented. Unless both parties otherwise agree, the property owner or his or her agent shall present his or her case first. The steps in this presentation reflect the property owner presenting his or her case first.

The property owner or agent:

- presents his or her evidence which includes documents and/or testimony;
- · examines any witnesses that are present; and
- states his or her opinion of value (if applicable) for the property.

If the chief appraiser uses audiovisual equipment, the appraisal office must offer the same type for the use of the owner or agent.

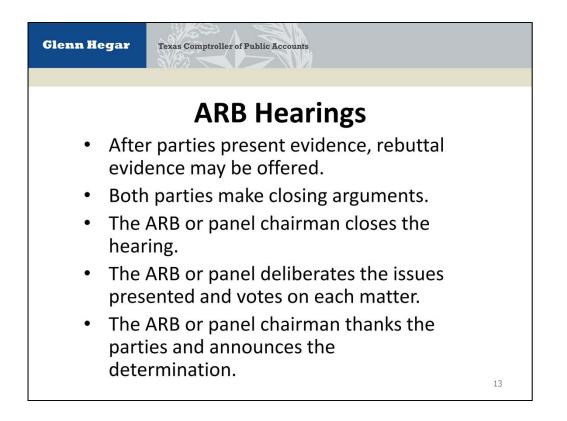
After the property owner or agent concludes his presentation, the appraisal district representative presents his or her case. The representative:

- cross-examines the property owner, agent or representative and the witnesses, if any;
- presents his or her evidence, including documents and/or testimony;
- examines witnesses; and

• states the appraisal district's opinion of value (if applicable) for the property.

After the appraisal district representative concludes his or her presentation, the property owner or agent is allowed to cross-examine the appraisal district representative and his or her witnesses.

Members of the ARB cannot be examined or cross-examined by parties.

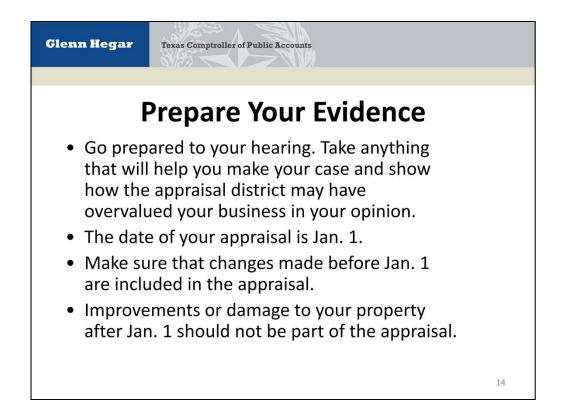


After the parties finish presenting their evidence, the property owner can offer rebuttal evidence which is additional evidence to refute evidence presented by the appraisal district representative. The appraisal district representative is then allowed to offer rebuttal evidence.

Upon conclusion of rebuttal evidence from both parties, the property owner or agent makes his or her closing argument and states the ARB determination being sought. The appraisal district representative follows with his or her closing argument and states the ARB determination sought by the appraisal district.

The ARB or panel chairman closes the hearing and the ARB or panel deliberates the issues of the case. The ARB or panel chairman asks for a separate motion for each matter that was the subject of the protest hearing. A vote is taken and recorded.

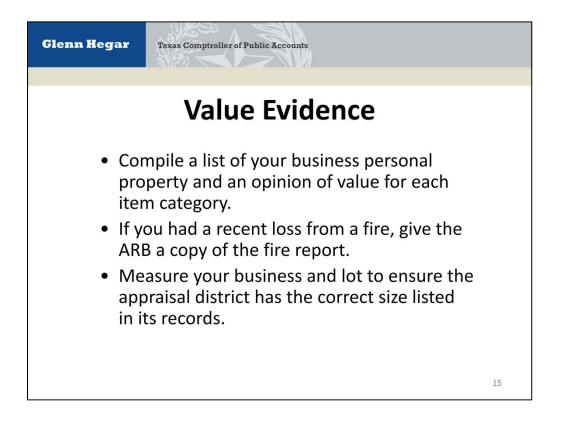
Finally, the ARB or panel chairman thanks the parties for their participation and announces the determination(s) and that an order determining protest will be sent to the parties by certified mail.



Keep in mind as you prepare your evidence, that the date of appraisal on your business is as of Jan. 1. The ARB will not consider any changes that occurred after that date. For example, if you had a fire after Jan. 1, it will not be considered. Also, if you go out of business after the first of the year, you are still liable for taxes on the personal property you owned on Jan. 1.

The appraisal district will be prepared for the hearing because it is their responsibility to be prepared. While they are required to provide you with copies of their evidence, it is not their job to help you with the hearing.

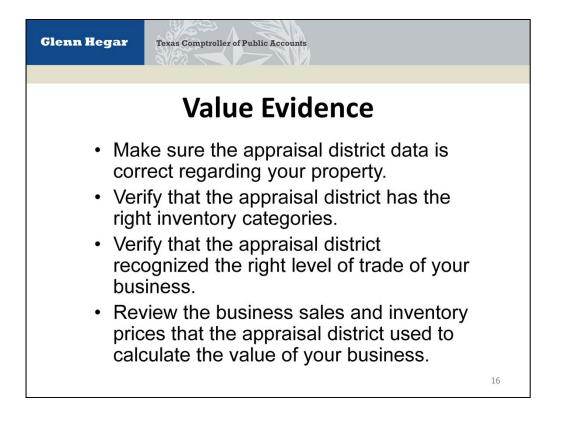
It is up to you to have what you need to prove your case to the ARB. You cannot go to the hearing and just say the appraisal district is wrong. You have to prove that the value is wrong with evidence.



You should gather all the information about your property that may be relevant in considering the true value of your business. The ARB and the appraiser will not visit your business so you must take your business, in essence, to them. Take pictures of all aspects of your business that you believe have an adverse impact on the value the appraisal district placed on your business. Compile a list of your business personal property item categories and your opinion of value for each category. If you have a fixed asset listing, which includes the original cost and date of acquisition for every asset purchased, you may want to include that in your evidence.

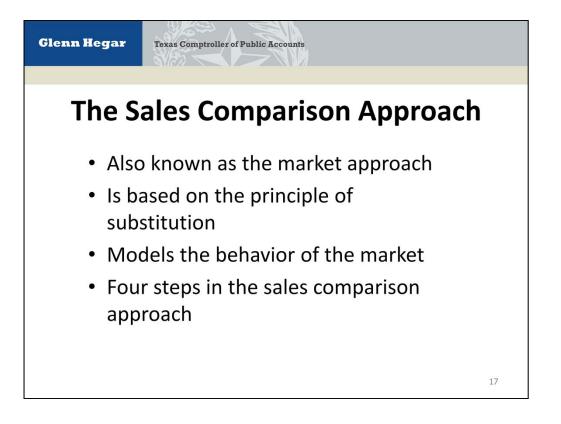
If you had a fire that damaged the business, bring a copy of the fire report. Likewise, if you went out of business before Jan. 1, bring documentation for proof.

If you own the building where your business is located, measure your business and lot to ensure that the appraisal district's measurements are accurate. If the appraisal district's measurements are not the same as your measurements, you may want to gather blueprints, deed records, photographs or a survey to use as evidence.



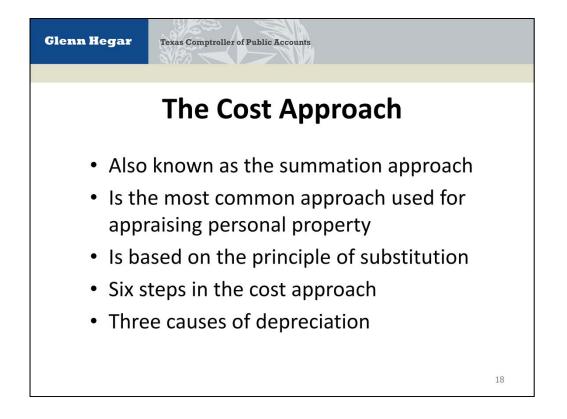
Get the appraisal card the appraisal district has on your business and check to see that it lists the right square footage, types of inventory, level of trade, etc. Many appraisal districts no longer keep hard copies of cards, but instead have the information in electronic format. You may be able to go to the appraisal district's website and download this information. If you are unable to do this, ask the appraisal district to print a copy from its computer system.

Verify that the appraisal district recognizes the trade level of your business. The value of personal property, including inventory, usually increases as it moves through the levels of trade, with the highest value being at the consumer level. Note any discrepancies so you can present them as evidence and use them in your argument for a lower value.



The sales comparison approach to value is also known as the market approach. It is based on the principle of substitution, which states that prudent consumers will not pay more for a property than they could for a comparable property with equal utility. The principle of substitution implies that the market will recognize differences in utility between properties by a difference in price. Besides the sale of the business itself, sales of comparable businesses are usually considered the best evidence of market value.

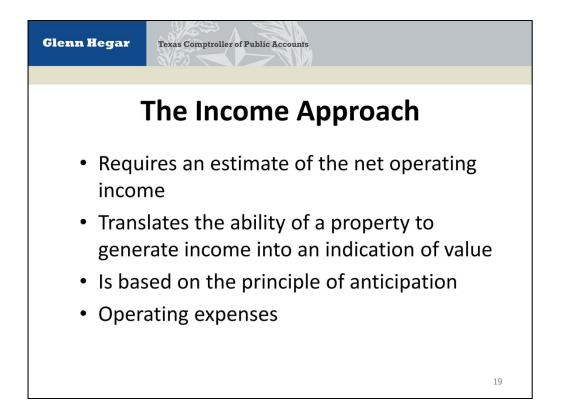
The sales comparison approach models the behavior of the market by using comparable properties that have sold to determine the market value of the subject property. There is a four step approach used to determine the market value of inventory using the sales comparison approach. First, sales of comparable inventories are selected. Second, the sold inventories and the subject inventory are listed. Third, the comparable inventories are adjusted to the subject inventory, including an adjustment for time. Finally, the adjusted sales prices are correlated to estimate the value of the subject inventory.



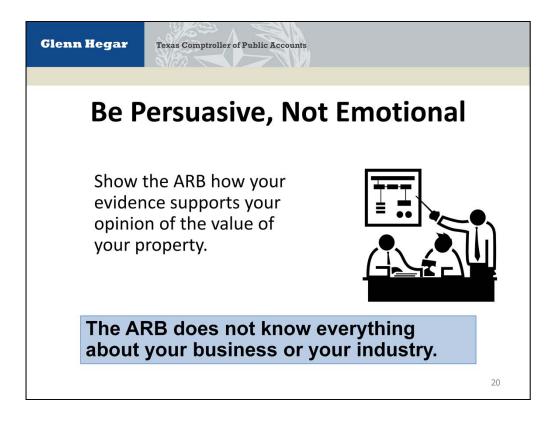
The cost approach to value is also known as the summation approach and is the most common approach used to value personal property. It is based on the theory that the market value of a property is the land value plus the depreciated value of the improvement and inventory. Like the sales comparison approach, it is also based on the principle of substitution in that a purchaser will not pay more for a property than it would cost to acquire land and construct a substitute building of equal utility. The cost approach is applied when determining a value in use, which implies that personal property is installed and in continual use for generating income or performing its function.

There are six steps used in valuing a property using the cost approach to value. First, the value of the land is estimated. Second, the replacement cost new or reproduction cost new is estimated. Third, the accrued depreciation is estimated. Fourth, the accrued depreciation is subtracted from the total cost to arrive at the depreciated cost. Fifth, the total cost new of accessory improvements, less accrued depreciation, plus any site improvements is estimated. Finally, the land value is added to the depreciated value of the improvements and inventory and to the builder's profit to arrive at the value of the property.

There are three primary causes of depreciation. First is physical deterioration, which is normal wear and tear from use. Second is functional obsolescence, which is loss in value from changes in consumer tastes and preferences. Third is external obsolescence, which is loss in value caused by any and all outside factors, including location.

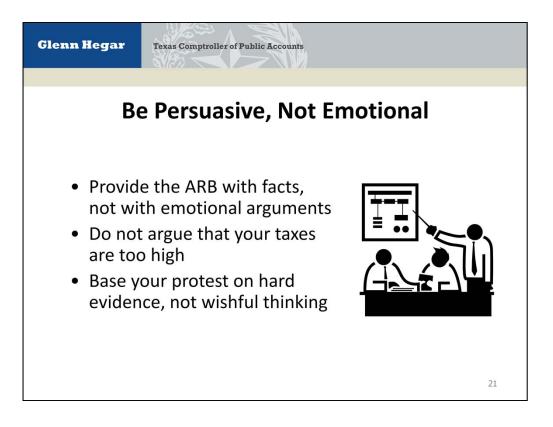


The income approach is based on the principle of anticipation, which states that the value of a property is the present value of its future benefits, where future benefits are the income or proceeds produced by the property. In order to determine the value of a property using the income approach, the formula value = income/rate is used. The rate is a capitalization rate and is usually developed using comparable properties in the market. The income part of the equation is the net operating income and is the effective gross rent, plus secondary income, minus operating expenses. Operating expenses are ordinary and typical expenses necessary to keep the property functional and competitive with other properties in the market. Operating expenses do not include property taxes, depreciation, principal and interest on a mortgage, income taxes paid by the owner, capital expenditures or repairs for unusual, unanticipated expenses like flood damage.



The appraisal district has many businesses to appraise in a number of areas, often in several cities in various parts of the county. They are all different. You know your business and your industry much better than the appraisal district's representative, unless by chance he or she happens to own a similar business or recently inspected similar businesses. Economic and environmental factors can have an adverse effect on the value of your business. Tell the ARB about your industry and how it is adversely affected by the location, economy or construction running along its boundaries. Be prepared to show the ARB that your business is not the typical business in your industry.

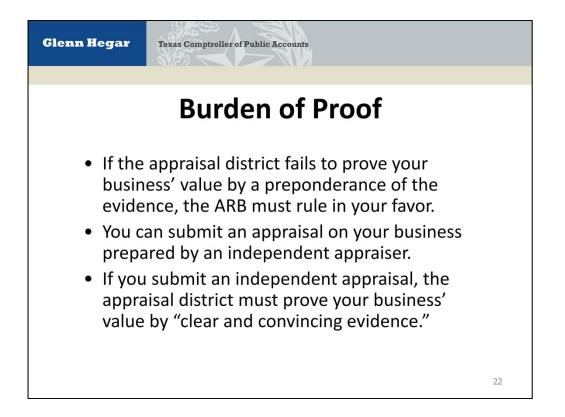
Whatever you do, do not get personal. Part of your hearing involves evidence and another part involves arguing your case. But, when we say arguing, we mean presenting your case by a clear and concise presentation of your evidence. You may feel that your taxes are too high, but neither the ARB nor the appraisal district set your taxes. While the ARB can consider the affect general economic and environmental factors may have on the value of your business, it cannot take into account your personal economic situation.



If you want to get the ARB to reduce the value of your business, you will have to do it with good evidence and sound points. Emotional arguments or wishful thinking will not get you anywhere with the ARB, whose job it is to determine the value of your business based on the evidence presented.

Have all your evidence well-organized. Mark it with exhibit numbers if it helps in your presentation. Make an outline of your argument. Prepare counter arguments to the evidence you believe the appraisal district will use. You want to be well-organized but you also want to keep it simple. You do not want to confuse the ARB or yourself. While you are making an argument, do not get into a heated exchange with the appraisal district's representative or the ARB panel members.

Remember that the appraisal district will use up some of the time with its presentation and the ARB will want time to ask questions. Practice your presentation before you arrive at the hearing so you can stay within the time allowed. If they help you, make note cards of the most important facts, figures and arguments.



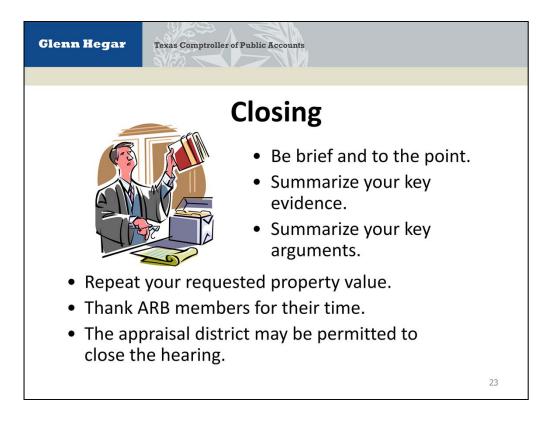
Under the law, the appraisal district has the burden of establishing the value of your property by a preponderance of the evidence presented at the hearing. The preponderance of the evidence does not mean who has the most evidence. It means that the party that has the more convincing evidence prevails. If the appraisal district fails to meet this standard, the ARB must rule in your favor.

When presenting your evidence, concentrate your efforts on emphasizing your key evidence.

If your business has a market or appraised value of \$1 million or less as determined by the appraisal district, you can file with the ARB an appraisal done by a certified appraiser that supports the appraised or the market value asserted by you. This provision of the law has several requirements, and you should review Tax Code Section 41.43(a-1) carefully to make sure you comply or the appraisal may not qualify.

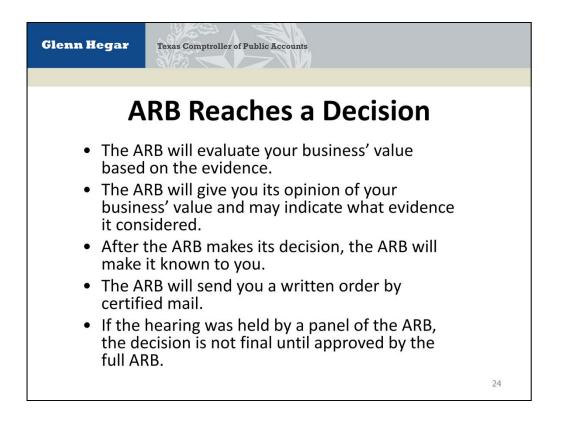
In such a case, the appraisal district has the burden of establishing the value of the property by clear and convincing evidence presented at the hearing rather than by a preponderance of the evidence. Clear and convincing evidence is a stricter burden of proof than is preponderance of the evidence. If the appraisal district fails to meet the clear and convincing standard, the ARB must rule in your favor.

According to Tax Code Section 41.43 (a-3), the appraisal district also has the burden of establishing the value of the property by clear and convincing evidence if the appraised value was lowered in the previous year and if several other criteria are also met. This provision of the law has several requirements, and you should review it carefully to make sure you comply and that your protest meets the statutory qualifications.



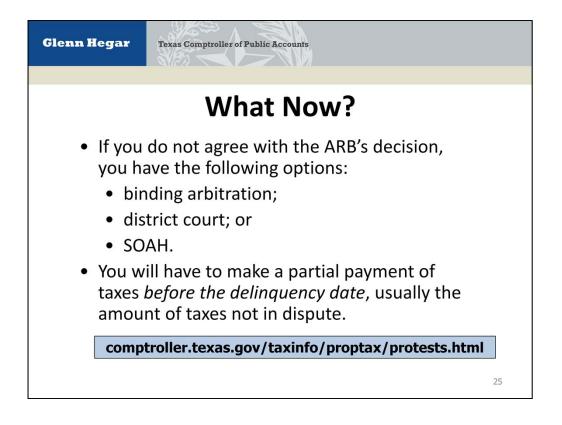
After noting any possible appraisal district errors, re-emphasize to the ARB your own evidence and argument. You do not want to repeat your entire case, but summarize the key points that may convince the ARB you are right and deserve a reduction in your business' value. Be sure to tell them once again the value you believe they should place on your business.

Finally, you should thank the ARB for listening to your case.



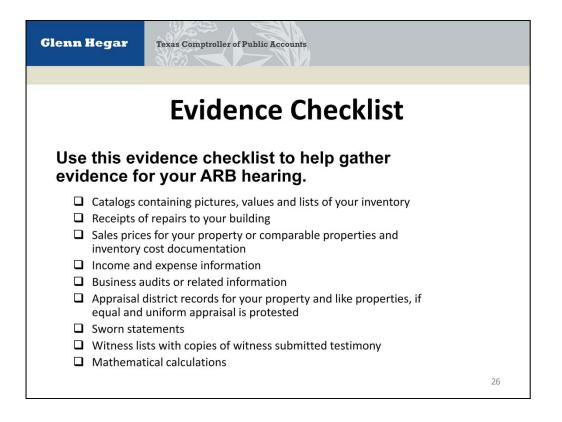
At the conclusion of your hearing the ARB usually states its opinion of your business' value. The ARB may share with you how they arrived at that opinion, although they are not required to do so.

After the ARB rules on your protest, it will send you a written order by certified mail.



If you are dissatisfied with the ARB's findings, you have three options available to you. You may request the matter be submitted to binding arbitration if you qualify. You can appeal the ARB's decision to the state district court in the county in which your property is located. You may also be able to appeal the ARB decision to the State Office of Administrative Hearings (SOAH), if you qualify. Whichever process you choose, a partial payment of taxes must be paid before the delinquency date.

More information about appealing your ARB determination can be found at the address on your screen.



This slide includes an evidence checklist to assist in preparing your evidence. You may print a copy of the slides for this presentation from our website and use this evidence checklist in preparing your evidence for your ARB hearing. You may not need everything on the list, but it provides you with an idea of items that can help you make your case.

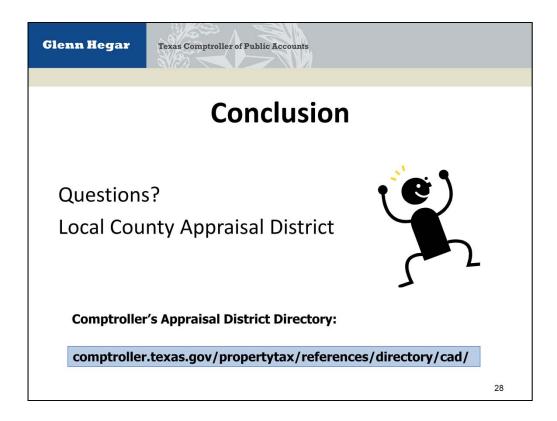
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This is the end of this video. We hope that it has been helpful to you as you prepare to appeal to the ARB. If you need additional information or have questions, please contact your local appraisal district. A directory of appraisal districts with contact information can be found at the address on your screen.

Thank you for viewing this video.