

Bettencourt BPP Case Studies: Achieving Outstanding Results for Our Clients Across a Broad Spectrum of Business Models

BTA Mission Statement

Bettencourt Tax Advisors strives to provide our clients with an effective, efficient, and ethical team who will apply proprietary technology, knowledge of the Property Tax Code, and industry experience, in order to develop strategically compelling cases, on our client's behalf. BTA will uncover all options available to our clients, within the compliance of the law, to gain the maximum reduction possible on their tax liabilities. BTA is committed to providing excellent service and outstanding results to our clients.



Case Study: Business Personal Property

APPROXIMATE VALUE REDUCTION: \$900,000, OR 27%

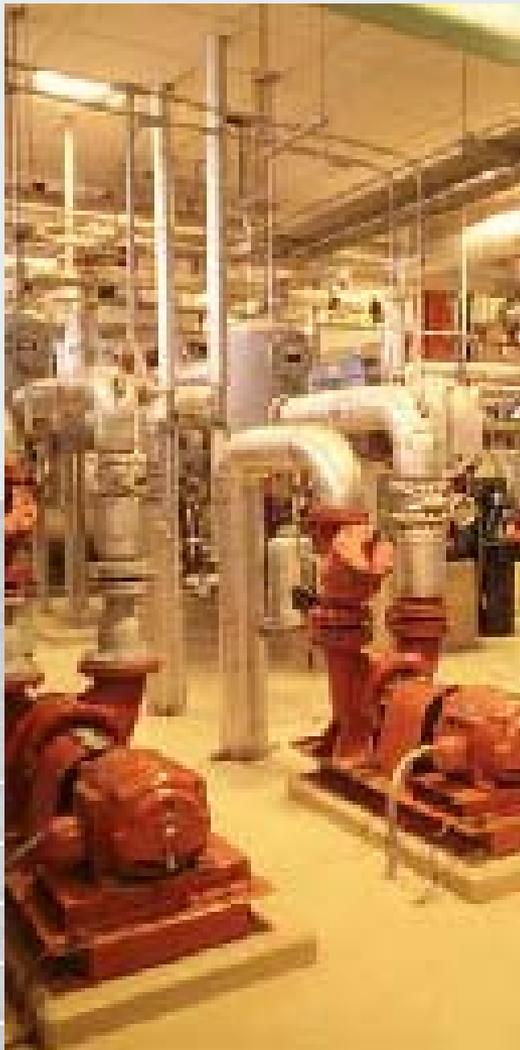
TAX SAVINGS: \$20,000

Understanding how your county depreciation schedules are applied to different types of equipment and inventory can have a large impact on your bottom line. BTA's experts have experience working with these depreciation schedules and know how to interpret them and reclassify items, as necessary, to correctly report our client's Business Personal Property (BPP).

Subject: Industrial Manufacturer with \$3.3 million in Business Personal Property. Their BPP list included a variety of assets such as manufacturing equipment, office equipment, manufactured products for sale, etc.

Action: When our BTA representative approached this account, a complete assessment was done of all of the client's BPP. Using the comprehensive inventory of all applicable property, our representative was able to work from the county's depreciation schedule to divide the client's BPP into the appropriate equipment classifications and reduce the value of the depreciated assets.

Savings: As a result of the agent's experienced and educated assessment of this client's property, BTA was able to reduce the BPP valuation from \$3.3 million to \$2.4 million.



Case Study: Business Personal Property

APPROXIMATE VALUE REDUCTION: \$2,428,130, OR 99.45%

TAX SAVINGS: \$60,700

Subject: A newly created natural gas company that had purchased assets from another company and had not received a clear accounting of all the assets they received. They filed their own renditions, but later found rendition errors and double counting of assets. BTA was asked to review their renditions for compliance and to make sure they did not have any outstanding issues on their accounts.

Action: Our Senior Property Tax Consultant specializing in BPP stepped in to help. She immediately reviewed the client's information and cleaned up the inventory list that had been submitted. After preparing an accurate accounting of the customer's business personal property and establishing a fair Opinion of Value, she filed for a correction hearing and began working with the county appraisal district to rectify the situation. After several preliminary discussions with the CAD, she was able to resolve the situation without going to a correction hearing(25.25H).

Savings: The customer's property value noticed by the county appraisal district at \$2,441,442 was reduced to \$13,312.

Case Study: Business Personal Property

RESULTS: REMOVED CUSTOMER NAME AS OWNER AT CAD FROM PROPERTY OWNED BY ANOTHER ENTITY

TAX SAVINGS: REFUND OF TAXES PAID AS A RESULT OF INCORRECT OWNERSHIP RECORD AT CAD

Subject: A regional corporation that owned and operated convenience stores/ gas stations over a multi-state area. They entrusted Bettencourt Tax Advisors with a large portfolio of BPP accounts that had previously been with another fiduciary. Once their accounts were processed, BTA's BPP team went to work analyzing the customer's property

Action: After a thorough review of this new client's property, our Senior Property Tax Consultant found that two of the accounts the customer had been paying taxes on did not belong to them. He immediately filed a rendition with the county involved to correct the error. The county appraisal district would not change ownership and rolled the value. BTA's consultant persisted. He protested the appraisal district's assessment of the property and was told that proof of non-ownership was the responsibility of our customer. Working with the client, our consultant assembled proof of true ownership and submitted it to the county. They removed our customer's name and added the name of the true owner to the property record at the county appraisal district. The customer received a refund for taxes paid.



Case Study: Business Personal Property

APPROXIMATE VALUE REDUCTION: \$654,820 OR 24.33%

TAX SAVINGS: \$67,129

Subject: A steel and custom forging distributor, this client had submitted incorrect rendition and Freeport exemption paperwork. Their representative had attempted to work with the county appraisal district to amend the submitted paperwork, but the county would not agree to their request. The subject contacted Bettencourt Tax Advisors for help.

Action: Our Senior Property Tax Consultant specializing in BPP stepped in to assist. She analyzed the client's information that was submitted and put together a rendition that accurately reflected the business personal property on hand. Additionally a correct Freeport exemption form was prepared. Once the paperwork was in order, she began working with the county appraisal district to rectify the situation. The initial attempts were met with resistance, but her persistence, professionalism, and experience paid off. She eventually was able to win the results she knew to be correct.

Results: The customer's property value noticed by the county appraisal district at \$2,691,240 was reduced to \$2,036,420 and their Freeport exemption was reinstated.





Case Study: Hotel/Motel

APPROXIMATE VALUE REDUCTION: \$1,519,143, OR 42.26%%

TAX SAVINGS: \$30,728

A thorough assessment of all aspects of a client's property is always the first step in preparing a case to protest the County Appraisal District's valuation of the property. In this case the evidence showed that the Income and Expenses and Rent Rolls did not support the appraised value on the property. This evidence indicated a variance was necessary in the valuation; the existing tax appraisal did not reflect the current market.

Subject: A hotel constructed in 2008 offering moderately priced rooms to meet their market demands.

Action: When Bettencourt Tax Advisors was hired to represent the owner of this property, an assessment was done to determine the best approach to take. After doing an analysis of comparables, costs, and income streams, we determined the best approach to be income stream. As a result of our initial site visit and in depth study of the property's income and expenses; BTA was successful in working with the County Appraisal District to reduce the property valuation for this building.

Savings: The county agreed to an adjustment based on income, lowering the appraised amount from \$3,594,872 to \$2,075,729

Case Study: Industrial

APPROXIMATE VALUE REDUCTION: \$1 MILLION, OR 27.8%

TAX SAVINGS: \$23,500

A thorough assessment of all aspects of a property is always the first step in preparing a case to protest your property tax appraisal. During the lifetime of a property, there are often building modifications done to accommodate new owners. These modifications can lead to a variance in valuation that is not always reflected in the existing tax appraisal.

Subject: A 44,000 square foot building constructed in 1992. The property had changed ownership since being built and modifications were made.

Action: When Bettencourt Tax Advisors first approached the property, a thorough assessment was done of the property's condition, updates, comparables, etc. As a result of our initial site visit and in depth study of the property and comparables, BTA was successful in working with the County Appraisal District to reduce the property valuation for this building.

Savings: The county agreed to an adjustment based on building design and construction, lowering the appraised amount from \$3.6 million to \$2.6 million.





Case Study: Restaurant

APPROXIMATE VALUE REDUCTION OF \$400,000, OR 16%

TAX SAVINGS: \$13,000

A thorough assessment of all aspects of a client's property is always the first step in preparing a case to protest the County Appraisal District's valuation of said property. In this case the evidence showed that comparable properties had been overlooked when the client's property was appraised. These oversights indicated a variance was necessary in the valuation; the existing tax appraisal did not reflect the current market.

Subject: A 10,700 square foot restaurant constructed in 2005. When Bettencourt Tax Advisors first approached the property, an assessment of the property was done to determine the best approach to take.

Action: After doing an analysis of comparables, costs, and income streams, we determined the best approach to be comparables. As a result of our initial site visit and in depth study of the property and comparables; BTA was successful in working with the County Appraisal District to reduce the property valuation for this building.

Savings: The county agreed to an adjustment based on comparables, lowering the appraised amount from \$2.5 million to \$2.1 million.

Case Study: Shopping Center

APPROXIMATE VALUE REDUCTION OF \$347,036 OR 35.53%

TAX SAVINGS: \$9,279

The Appraisal District's classification of the property's grade was based on incorrect information. Bettencourt Tax Advisors scrutinizes every component of an appraisal district's analysis to find the most compelling argument to use in the client's appeals.

Subject: An 18,720 SF Strip Shopping Center constructed in 2006, and classified by the appraisal district as a Class "A" grade property. The appraisal district had assessed the property based in an Income Analysis. However, we had determined it was a Class "B" property based on our initial site visit, as well as, an in depth study of current rent, vacancy rates, and tenant mix in the area as compared to the subject property.

Action: Our analysis determined the strongest argument to be the income approach. We were successful in proving the classification discrepancy with our evidence of photos of the property as well as the rent roll reflecting the tenants of the property.

Savings: We were able to utilize a more favorable cap rate and stabilization rate; therefore, achieving a reduction from \$976,795 down to \$629,759.





Case Study: Warehouse

APPROXIMATE VALUE REDUCTION OF \$841,740 OR 22 %

TAX SAVINGS: \$22,000

A thorough assessment of all aspects of a client's property is always the first step in preparing a case to protest the County Appraisal District's valuation of said property. In this case the evidence showed that relevant issues had been overlooked when the client's property was appraised. These oversights indicated a variance was necessary in the valuation; the existing tax appraisal did not reflect current conditions.

Subject: A 39,000 square foot warehouse constructed in 2003. When Bettencourt Tax Advisors first approached the property, a thorough assessment was done of the property's location, construction, condition, updates, comparables, etc.

Action: As a result of our initial site visit and in depth study of the property and comparables, BTA was successful in working with the County Appraisal District to reduce the property valuation for this building. The county agreed to an adjustment based on the building frontage and construction.

Savings: BTA was successful in lowering the appraised amount from \$3,851,810 to \$3,010,070.