

Ad Valorem Tax
Consulting Services



Control your property taxes, don't let them control you.

P. E. PENNINGTON & CO., INC.

(“PEPCO”) is a national property tax consulting firm based in Dallas, Texas.

Since 1988 PEPCO has worked side by side with property owners, developers, and management companies to achieve significant tax savings. Our goal is to create a partnership with our clients, working together to provide a customized strategy for tax planning and appeals.

PEPCO has a national network of local experts. Our philosophy is that having local knowledge, experience, and relationships provides unmatched results.

***A National Network With
Local Expertise***

Commercial and Business Property Tax Appeals and Compliance

- *Valuation assessment review*
- *Identification of the owner's opinion of value(s) and/or target value(s) for the tax year in question.*
- *Collection and evaluation of owner information to be used in preparing appeals.*
- *Identification and inspection of assets.*
- *Development and refinement of arguments for valuation appeals.*
- *Filing all required personal property renditions and other required filings.*
- *Valuation negotiations in an attempt to settle valuation disputes.*
- *Continual status and final reports on appeal and final determinations.*

Property Tax Litigation Support and Management

- P.E. Pennington & Co., Inc. will provide our clients with a cost benefit analysis regarding the pursuit of filing suit after all administrative remedies have been exhausted.
- If it is determined by the owner to move forward with litigation, our firm will make recommendations regarding law firms to handle the litigation. Over the past 30 years we have established excellent working relationships with law firms who specialize in property tax disputes.
- We will also make recommendations for third party experts whose expertise might be required to insure a successful appeal.
- Our firm will be a resource for both the owner and attorneys during this process.
- We report any developments to the client during this process.

Property acquisition and Development Tax Projections

- The result a purchase price will have on the tax liability of the property.
- Underwriting tax projections for acquisitions.
- Tax projections on new developments from conception through completion.
- Future tax liabilities.
- Remedies and suggestions to achieve the lowest possible tax valuation.

National Appeal Deadlines by State

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
IN NV SC	CT MD MA WV	AZ DE KS NH NC OH SD VA	AL AK HI MN ND WY	IA KY MI NJ NM NY OK TX VT WI	CO GA ID MO MT NE TN	RI WA	AR IL LA MS	CA FL PA UT			ME OR

*Deadlines may vary depending when the value notices are mailed.

Out-of-Scope Services. After the administrative appeal process, PEPCO will analyze each property’s assessment and make recommendations regarding necessary post administrative appeals (state level appeals and litigation). Included in PEPCO’s recommendation will be a cost-benefit analysis weighing the possible tax savings and costs involved.

Project Staffing: PEPCO's Service Team



Paul Edward Pennington, President

Paul is the founder and President of P.E. Pennington & Co., Inc. Prior to forming PEPCO, Paul was a founding partner of Avtax, Inc., a regional consulting firm with office in Dallas, Denver, Houston and Tulsa (1982-1988).

Paul is a licensed Senior Property Tax Consultant and a Texas Real Estate Broker. Additionally, Paul has served as the President of the Texas Association of Property Tax Professionals and currently serves on the Texas Department of Regulations and Licensing, Property Tax Advisory Board. As an advocate for property owners, Paul co-founded Citizens for Appraisal Reform (CFAR), a non-profit advocacy group made up of property tax professionals and commercial taxpayers.

To further support his clients in property tax appeals throughout the country, Paul has established a network of local experts which provide the highest quality appeals, reporting and tax planning.



Christopher Aaron Stanton, Vice President, CMI

Chris Stanton joined P.E. Pennington & Company, Inc. in 2002. He is an experienced Property Tax Consultant responsible for Real and Business Personal Property protest in New Mexico and Texas. Chris has extensive knowledge with all types of Personal and Commercial Real Estate properties. Chris is a Registered Senior Property Tax Consultant and has earned the CMI designation from the Institute for Professionals in Taxation. Additionally, he holds a Masters of Land Economics & Real Estate (MLERE) degree from Texas A&M University. Chris is also a member of the Texas Association of Assessing Officers and Texas Association of Property Tax Professionals.



James Harris, Attorney

James Harris is an exceptional licensed Property Tax Consultant and practicing attorney who specializes in commercial real estate and business personal property appeals and litigation throughout Texas. James earned both his Bachelor's degree in Finance and Master's degree in Land Economics & Real Estate (MLERE) from Texas A&M University. Additionally, James holds a J.D. from South Texas College of Law where he graduated with honors.



Darrell Hallmark, Senior Property Tax Consultant

Darrell Hallmark began his career at the Dallas Central Appraisal District (2000-2004) Commercial Real Estate Department. In 2004 Darrell joined Straus & Company, a regional consulting firm. Darrell has been a member of the P.E. Pennington & Company, Inc. team since 2005. He is a Senior Property Tax Consultant responsible for administrating Personal Property and all types of Commercial Real Estate in Texas. Darrell is a graduate from Texas Tech University. He is a member of The Institute for Professionals in Taxation as well as the Texas Association of Property Tax Professionals.



Eric Nelson, Senior Property Tax Consultant, CMI

Eric Nelson is a licensed Senior Property Tax Consultant responsible for administering real estate and personal property appeals throughout Texas. He has also earned the distinguished CMI designation from the Institute for Professionals in Taxation. Prior to joining P.E. Pennington & Co., Inc., Eric was a Business Personal Property Appraiser with the Dallas Central Appraisal District (2011-2013). Eric is a graduate from The University of Texas at Dallas and holds a Bachelor's degree in Economics.



David Martinez, Senior Property Tax Consultant,

David is a licensed Property Tax Consultant with a demonstrated history of working in the real estate industry since 2003. He has been responsible for providing consulting services including multi-state property tax appeals and negotiation, pre-acquisition estimates and budget preparations, multi-state property tax audit representation, and multi-state property tax return preparation. David earned his Bachelor's of Business Administration (B.B.A.) focused in Entrepreneurship/Entrepreneurial Studies from University of North Texas.



Charles Pennington, Senior Property Tax Consultant

Charles Pennington is a graduate from The University of Colorado with a degree in Finance. Mr. Pennington started his property tax career with the Southland Corporation's Tax Department. Later he became a regional manager for Property Tax Service Company, a founding partner of Avtax, Inc. which was acquired by CBIZ. Mr. Pennington operates out of Tulsa Ok and has over 40 years of experience in the property tax industry.



Richard Osteen, Senior Property Tax Consultant

Mr. Osteen was a managing partner of MERITAX Property Tax Consultants and shareholder from 2002 – 2023. He was also a property tax consultant with REO Tax Consulting, Inc. and The Marvin Poer Company. Prior to becoming a property tax consultant, he served two years as a commercial appraiser with the Oklahoma County Assessor's Office. Mr. Osteen earned his bachelor's degree from Oklahoma State University in 1984.

During his career 35 year career Mr. Osteen has successfully represented clients in over 24 states. He has an unparalleled expertise in the hospitality industry representing clients such as Motel 6, Felcor Lodging Trust, Innkeepers USA and Chatham Lodging Trust. He also has extensive knowledge in the representation of Multi-family, Retail, and Industrial properties.



Drew Clayton, Senior Property Tax Consultant

Mr. Clayton began his career as a Property Tax Consultant in 2009 while attending the University of Texas at Dallas and has since become a senior property tax consultant. Over the last decade, he has successfully appealed commercial real estate valuations in over five states and provides an extensive background in the valuation of hospitality, multi-family, and retail property portfolios.

Mr. Clayton earned his Bachelor of Arts in psychology from the University of Texas in Dallas in 2010.



Glenna Ballard, Office Director

Glenna began her career in 1975 with Property Tax Service Company, a national consulting firm. From 1982-1987 she was employed by Property Tax Analysts, a regional firm. From 1987-1988 Glenna continued her career with Avtax, Inc., a regional consulting firm. In 1988 Glenna joined P.E. Pennington & Company as the Office Manager and Corporate Secretary. Glenna's responsibilities include filing real estate and personal property appeals, personal property renditions, Freeport applications, as well as other applicable exemptions. Additional responsibilities include communications with appraisal districts, client administrative support, client billing, data entry and other administrative duties. Glenna's proven professionalism is used in all aspects of the services provided by the P.E. Pennington & Co., Inc.



Taryn Gaede, Administrative Assistant

Taryn joined PE Pennington & Co., Inc. in 2015 as an Assistant Controller and licensed Property Tax Consultant. She is also a 2015 graduate from the University of North Texas with a degree in Accounting.



Heather Pennington, HR/Controller

Heather Pennington joined P.E. Pennington in 2007. She attended Brigham Young University and has extensive experience in the service industries. Currently she serves as the Controller, HR and IT manager for P.E. Pennington & Company, Inc. She is also a member of the Texas Association of Property Tax Professionals.



Jackie Blanco, Administrative Assistant

Jackelyn joined P.E. Pennington & Company in 2021. Prior to joining our team, Jackelyn taught Pre-School for Dallas ISD and Lewisville ISD.

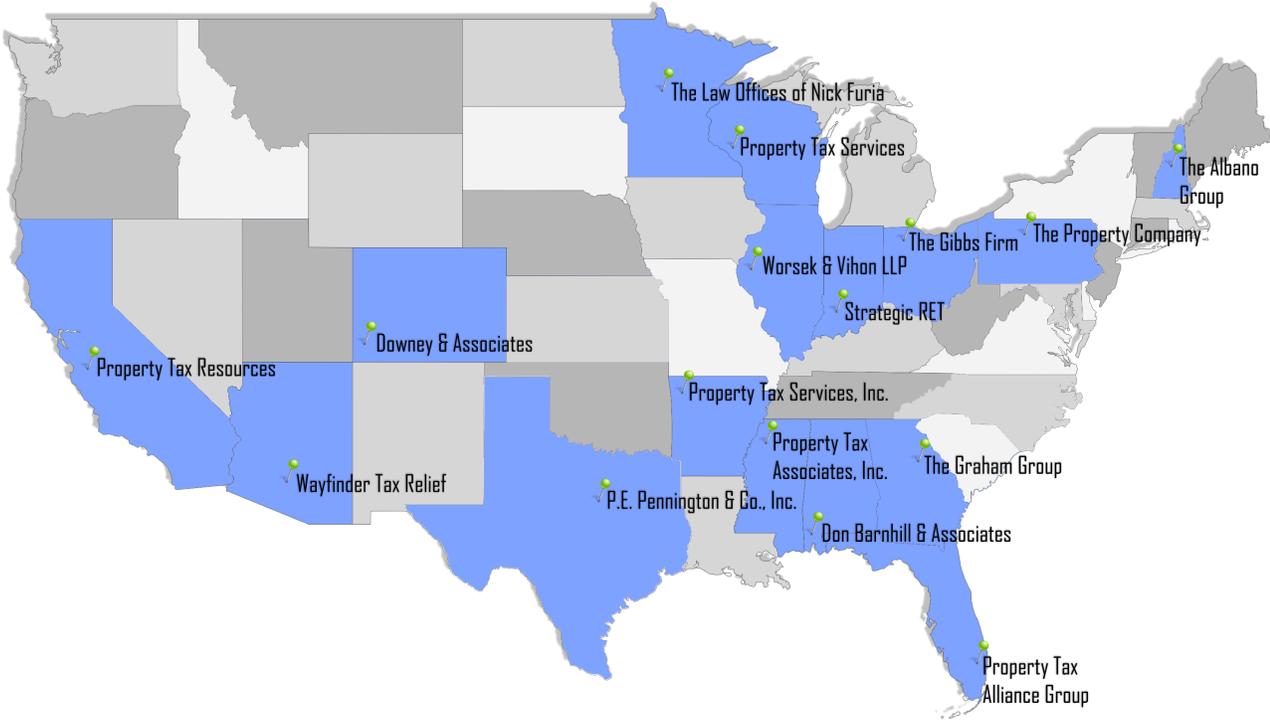
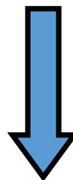
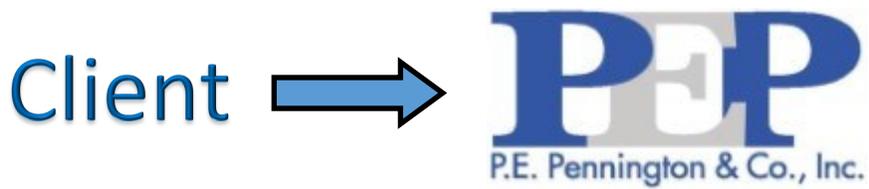


Dominique Pollard, Business Development Manager

Dominique Pollard joined P.E. Pennington in 2023. He has a strong and dynamic background in sales. He has experience with several large national retail chains where he over performed at every level. He also attended Texas A&M University in College Station as well as the KD Conservatory of Film and Dramatic Arts in Dallas, TX.

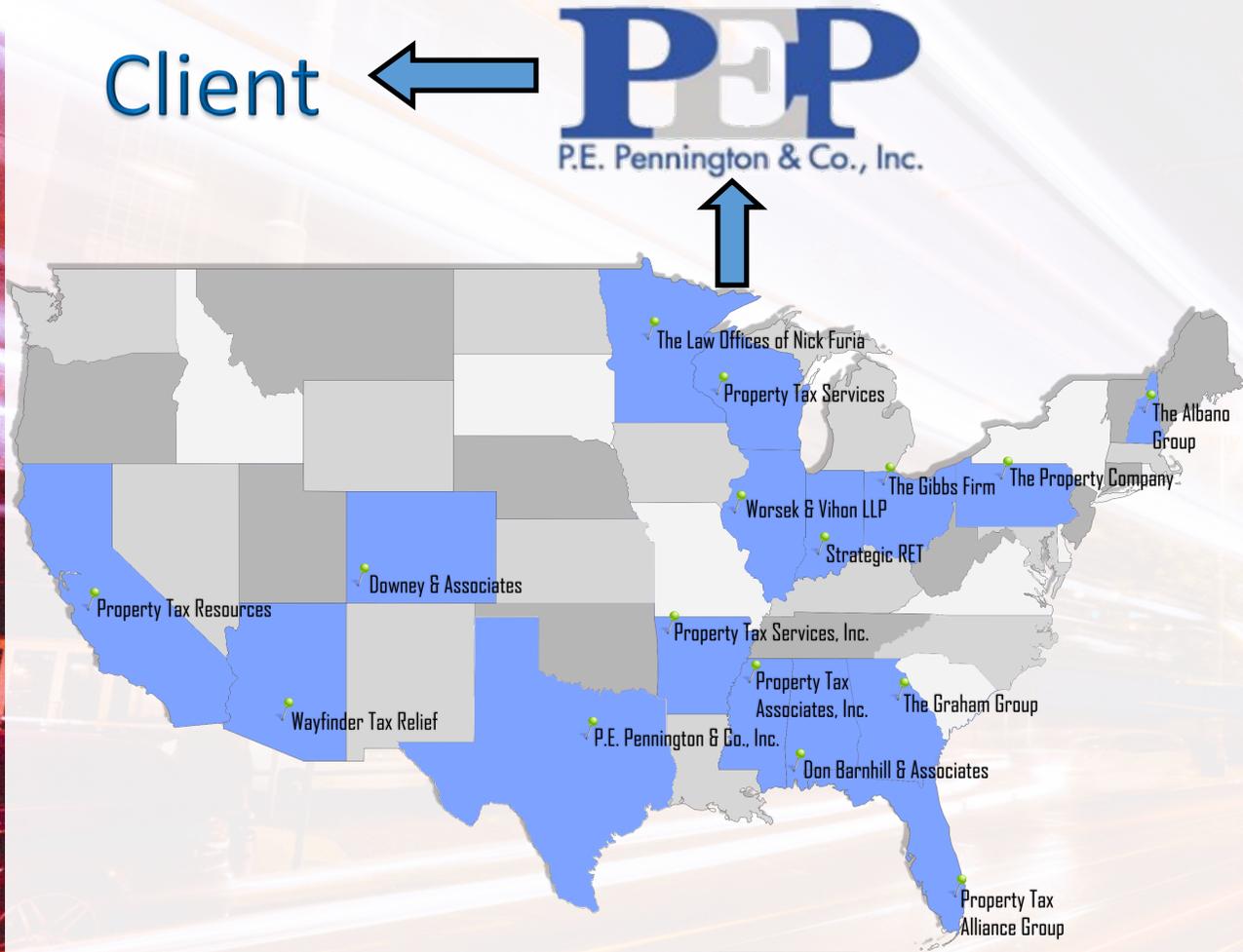
Client Data to PEPCO and Partners

The flow of data begins with setting up property files and distributing them to our local experts. These files will contain property specific items such as year-end profit & loss statements, rent rolls, tax statements, site plans, etc. If large amounts of data will be transferred, PEPCO will provide the Client with a secure file storage process.



Reporting

The flow of data (reporting) or requests for additional information will come from the local experts to PEPCO. PEPCO will then input the data and send reports to the appropriate asset manager. PEPCO and all of our partners will be readily available for conference calls to discuss any issues that may arise. PEPCO will provide the Client with timely and accurate internal reports in mutually agreeable formats.



DON BARNHILL ASSOCIATES LLC
PROPERTY TAX CONSULTANTS

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A PROFESSIONAL CORPORATION

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MINNESOTA PROPERTY TAX APPEALS™

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Property Tax experts

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Your tax support services team

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