# Ad Valorem Tax Consulting Services





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



# 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 disp<mark>utes</mark>.
- Continual status and final reports on appeal and final determ<mark>inat</mark>ions.

# **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.

# **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, 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, preacquisition 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.



#### 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



#### 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.

# 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.



# 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.









