



MORRISON & HEAD, LP

Property Tax Valuation & Consulting Services



With an emphasis on long term client relationships, quality service, and proven performance, Morrison & Head LP's 250+ years of collective commercial and industrial property tax experience has consistently generated quantifiable results for our clients.

No other local, regional, or national firm matches our level of experience & expertise.

Our Philosophy

- Our primary responsibility is to ensure managed and minimized property taxes on every property, every year.
- We align ourselves as "business partners" with our clients as opposed to vendors to our clients.
- We view each engagement as being co-sourced with our clients as opposed to being out-sourced from our clients. Property tax management is best achieved when our clients are integrally involved in the process.
- We believe frequent clear-channel communication is the cornerstone of a sound, professional business relationship.
- We are a service driven firm, not a marketing driven firm.
- We believe there is only one criterion in property tax management: PERFORMANCE

Commercial Services

Morrison & Head, LP provides a wide range of property tax valuation and consulting services. However, each engagement is tailored to a client's specific needs.

Our services include, but are not limited to:

- Single source contact for all engagement services
- Managing and responding to all assessor generated communications, as necessary
- Preparation and filing of all necessary returns, renditions, and appeals
- Valuation analyses and appeal determinations
- Appeal case preparation and presentation at administrative levels
- Litigation support as agreed to between client and Morrison & Head, LP
- Full service tax bill administration
- Extensive and comprehensive reporting and documentation
- Budget and forecasting support – tax projections and
- Pre-acquisition or pre-development due diligence support regarding property taxation
- Business personal property rendition filing, appeals and value negotiations
- Legislative updates
- Equal and uniform appraisal analyses
- Consulting and property tax planning services on a property specific or case by case basis
- Specialized reports

Property Type Specialization

Morrison & Head, LP's valuation and consulting expertise lies within the commercial, investment, corporate facility, and complex properties spectrums of real estate.

Our primary focus is in the following property types:

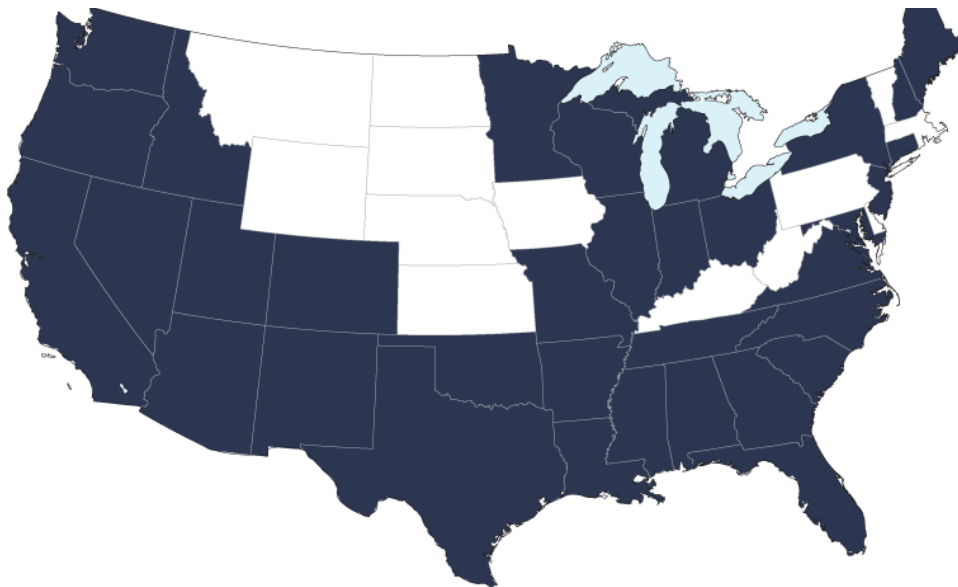
- Apartments
- Office buildings
- Retail properties
- Industrial / Warehouse
- Service center / R&D / Flex
- Health care facilities
- Corporate facilities
- Complex / Mixed use properties
- Land developments
- Home builders – Inventory
- Hotels / Lodging facilities
- Marinas / Golf courses
- Special use properties
- Business personal property



National Affiliations

The premise that “bigger makes you better” is contrary to reality in managing and minimizing property taxes. Invariably an owner's best interests are served when they retain the foremost consultants in a given market.

Property taxation is not standardized throughout the United States. Accordingly, the business strategy that optimizes results is for owners to work closely with local area consultants. Through our years of experience in working with local service providers, we are in a position to partner with firms we know to be the most competent and effective firms in major markets throughout the United States.



 - Where Morrison & Head, LP currently provides services

Ray Head, Partner



Mr. Head has 27 years of experience in providing property tax management and minimization services for owners, managers and developers of commercial and investment real estate. Mr. Head's clients have included many of the nation's most notable real estate investment trusts, institutional advisors, insurance companies, opportunity funds and private investor entities. His property type specialties include multifamily, office buildings, hotels/motels, industrial/warehouse/flex properties and land developments. In addition to the foregoing Mr. Head is a life-long resident of Austin, Texas and a frequent speaker on the subject of property taxation at local, regional and national levels.

Professional Experience

- 2001 - Present – Partner, Morrison & Head, LP
- 1998 - 2001 – National Director, Deloitte & Touche Property Tax Services
- 1988 - 1998 – Sr. Vice President, Real Estate Tax Services, Inc.
- 1986 - 1988 – President, Ray Head & Company

Memberships / Distinctions / Designations

- Past President – Austin Apartment Association
- Past Director – Texas and National Apartment Associations
- Registered Property Tax Consultant – State of Texas
- Past President – BOMA Austin
- Corporate Patron – IREM
- Real Estate Council of Austin – Member
- Texas Association of Property Tax Professionals – Secretary Treasurer 2010-11
- Texas Association of Property Tax Professionals – President 2011-12

Education

- University of Texas at Austin

Chet Morrison, Partner



Mr. Morrison has over 34 years of experience in property tax valuation, representation and consultation. In addition, Mr. Morrison is a frequent speaker on property tax issues at various seminars and conventions.

Professional Experience

- 2002 - Present - Partner, Morrison & Head, LP
- 1998 - 2002 - Partner, Deloitte & Touche LLP
- 1994 - 1998 - President, Real Estate Tax Services, Inc.
- 1982 - 1994 - Sr. Vice President, Real Estate Tax Services, Inc.

Memberships / Distinctions / Designations

- Texas Association of Property Tax Professionals – Past President
- Texas Association of Property Tax Professionals – Senior Charter Member
- Real Estate Council of Austin – Board Member
- Appraisal Institute – Affiliate Member
- Institute of Real Estate Management – Corporate Patron
- BOMA International – Member
- Registered Property Tax Consultant – State of Texas
- Downtown Austin Alliance – Member

Education

- Bachelor of Business Administration, Finance, Texas Tech University

Tom Mullikin



Mr. Mullikin has spent his entire professional career in property tax valuation, management, representation and consulting. His experience and expertise covers the entire real estate spectrum with concentrations in land developments, special use properties, industrial, multifamily, and office property types.

Professional Experience

2002 - Present – Consultant, Morrison & Head, LP

1998 - 2002 – Tax Manager, Deloitte & Touche LLP- Property Tax Services

1988 - 1998 – Tax Agent/Account Manager, Real Estate Tax Services, Inc.

Memberships / Distinctions / Designations

Texas Association of Property Tax Professionals – Member

Real Estate Council of Austin – Member

Institute of Real Estate Management – Corporate Patron

Senior Property Tax Consultant – State of Texas

Education

University of Texas at Arlington – BBA, Real Estate

Martin Mercado



Mr. Mercado has 24 years of property tax valuation appeal experience covering the entire real estate spectrum with concentrations in retail, multifamily, office, hotels, industrial, land developments, residential, exemptions, marinas, golf courses, auto dealerships, and other special use properties, along with business personal property compliance and valuation appeals.

Professional Experience

2005 - Present –Consultant, Morrison & Head, LP

2004 - 2005 – Property Tax Consultant, A & A Realty Tax Consultants, Inc

1999 - 2003 – Senior Consultant, Deloitte & Touche LLP – Property Tax Services

1990 - 1998 – Real Estate Appraiser, Travis Central Appraisal District

Memberships / Distinctions / Designations

Texas Association of Property Tax Professionals – Member

Real Estate Council of Austin – Member

Licensed Property Tax Consultant – State of Texas

Education

University of Texas – BA, Economics

Jason Lee, MAI



Prior to joining Morrison & Head, LP, Mr. Lee spent over 14 years as a commercial real estate appraiser in Austin, Texas. During that time, he performed numerous appraisal assignments, including office, retail, industrial, multi-family, land, and various special use properties.

Professional Experience

2010 - Present – Consultant, Morrison & Head, LP

1996 - 2009 – Commercial Real Estate Appraiser, Paul Hornsby & Company

Memberships / Distinctions / Designations

State Certified General Real Estate Appraiser TX-1331841-G

President – Appraisal Institute, Austin Chapter

Member of the Appraisal Institute (MAI)

Texas Association of Property Tax Professionals – Member

Real Estate Council of Austin – Member

Licensed Property Tax Consultant – State of Texas

Education

Austin College– BA, Business Administration

Michael J. Morris



Mr. Morris has been involved in property tax valuation since September of 1978. The scope of his experience has included valuation of vacant land, residential and commercial properties.

Professional Experience

- 2008 - Present – Consultant, Morrison & Head, LP
- 1981 - 2008 – Employed by the Travis Central Appraisal District
- 1978 - 1981 – Employed by the Travis County Tax Office

Positions Held:

- 2002 – 2008 - Director of Litigation Support
- 2000 – 2002 - Director Commercial Appraisal
- 1989 – 2000 - Senior Commercial Appraiser
- 1981 – 1989 - Real Estate Appraiser
- 1978 – 1981 - Real Estate Appraiser, Travis County

Professional Designations

- Licensed Property Tax Consultant – State of Texas
- 1984 – 2008 - Registered Professional Appraiser - Board of Tax Professional Examiners
- Texas Association of Property Tax Professionals – Member
- Real Estate Council of Austin – Member

Education

- 1978: Southwest Texas State University, San Marcos, Texas, Bachelor of Business Administration

Steve Laas, MAI



Steve is responsible for the management and execution of property tax consulting engagements on a nationwide basis for owners of commercial real estate, with additional specializations with semiconductor manufacturing facilities and corporate campuses. His experience includes valuation appeals, negotiation, pre/post acquisition due diligence, litigation support, personal property compliance and property tax exemptions.

Professional Experience

2011 - Present – Consultant, Morrison & Head, LP

2008 - 2011 - Director, Duff & Phelps

2001 - 2008 - Director, Deloitte Tax (Property Tax Services group acquired by Thomson in October 2007)

2000 - 2001 - Apartment Broker, CB Richard Ellis

1994 - 2000 – Partner; Commercial Real Estate Appraiser, Frederick & Hornsby, Inc.

1990 - 1994 - Commercial Real Estate Appraiser, Southwest Property Consultants

Memberships / Distinctions / Designations

Member of the Appraisal Institute (MAI)

Texas Association of Property Tax Professionals – Member

Real Estate Council of Austin – Member

Certified General Real Estate Appraiser – Texas & Nevada

Senior Property Tax Consultant – State of Texas

Licensed Property Tax Consultant – Arizona

Education

B.S. – Agricultural Economics, Texas A&M University

M.A. – Land Economics and Real Estate, Texas A&M University

Kelli Morrison



Kelli is responsible for ad valorem tax valuation appeals, negotiations, personal property compliance, and property tax exemptions. Kelli's property tax consulting experience has focused on land, residential, office, industrial, and retail properties.

Professional Experience

2010-Present – Consultant, Morrison & Head, LP

2008-2010 – Administrative Assistant, Austin Trust Company

Memberships / Distinctions / Designations

Licensed Property Tax Consultant – State of Texas

Real Estate Council of Austin – Member

Real Estate Council of Austin Leadership Development Council - 2012

Texas Association of Property Tax Professionals – Member

Austin Young Chamber of Commerce – Member

Junior League of Austin - Member

Education

Bachelor of Business Administration – Finance; Real Estate, Texas Tech University

Kevin Conrad, CCIM



In addition to the management and execution of property tax consulting engagements on a nationwide basis for owners of commercial real estate, Kevin is responsible for ad valorem tax valuation appeals, negotiations, pre/post acquisition due diligence, litigation support, personal property compliance, and property tax exemptions. Kevin's property tax consulting experience has focused on apartment, office, industrial, hospitality, and retail properties.

Professional Experience

2011 - Present – Consultant, Morrison & Head, LP

2008 - 2011 - Vice President, Duff & Phelps

2004 - 2008 - Manager, Deloitte Tax (Property Tax Services group acquired by Thomson in October 2007)

2000 - 2004 – Commercial Real Estate Appraiser, Paul Hornsby & Company

Memberships / Distinctions / Designations

Certified Commercial Investment Member (CCIM) – Designee

Central Texas CCIM Chapter - Member

Texas Association of Property Tax Professionals – Member

Real Estate Council of Austin – Member

Licensed Property Tax Consultant – State of Texas

Education

B.B.A. – Finance, Texas A&M University

Lance Lawson, MAI



Mr. Lawson has been practicing real estate appraisal and consultation since 2004. This includes the valuation of all property types and in support of litigation proceedings. He has conducted appraisals for lending, litigation, eminent domain, conservation easements, and ad valorem tax appeal. The commercial valuations have included land (ranches, subdivision, rural, & urban), office, retail, industrial and special property types including golf courses, convenience stores, and quarries.

Mr. Lawson has testified on over 50 occasions in hearings and trials. He often served in the capacity of expert witness both before special commissioners and in trial settings in multiple counties throughout Texas.

Professional Experience

2016 – Present – Consultant, Morrison & Head, LP

2004 – 2016 – Commercial Real Estate Appraiser, Paul Hornsby & Company

Memberships / Distinctions / Designations

MAI Designation - Appraisal Institute, Account No. 460332

State Certified General Real Estate Appraiser #TX-1336600-G

Texas Real Estate Broker License #0566085

Member of the Appraisal Institute and Austin Chapter of the Appraisal Institute

President of the Austin Chapter of the Appraisal Institute

Member, International Right of Way Association

REALTOR - National Association of Realtors

Education

B.A. Degrees in Business and Psychology, May, 1994 - Austin College - Sherman, Texas