



# 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:

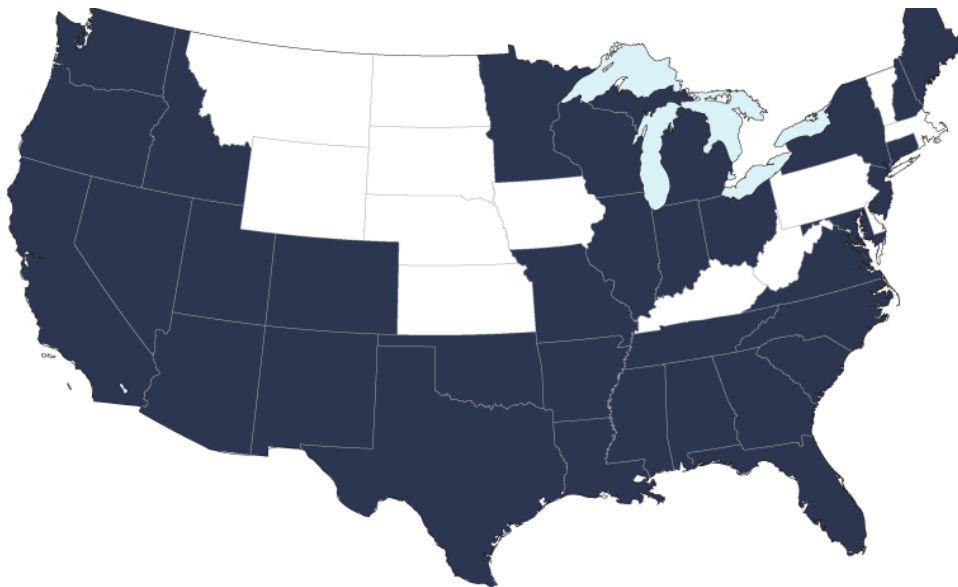
- Apartments
- Office buildings
- Retail properties
- Industrial / Warehouse
- Service center / R&D / Flex
- Health care facilities
- Corporate facilities
- Complex / Mixed use properties
- Land developments
- Home builders – Inventory
- Hotels / Lodging facilities
- Marinas / Golf courses
- Special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



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

Certified Commercial Investment Member (CCIM) – Designee

Central Texas CCIM Chapter - Member

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