WASHINGTON COUNTY

PROTYPE DEMO

GEO**MANCER**™

UTAH LEADING THE WAY
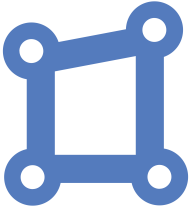
AGENDA

THE GEOMANCER VALUATION PROCESS

DATA | Imported from several different sources

AUTOMATION | Every parcel in a market is run through our automated algorithm taking into consideration topography, flood zones, etc.
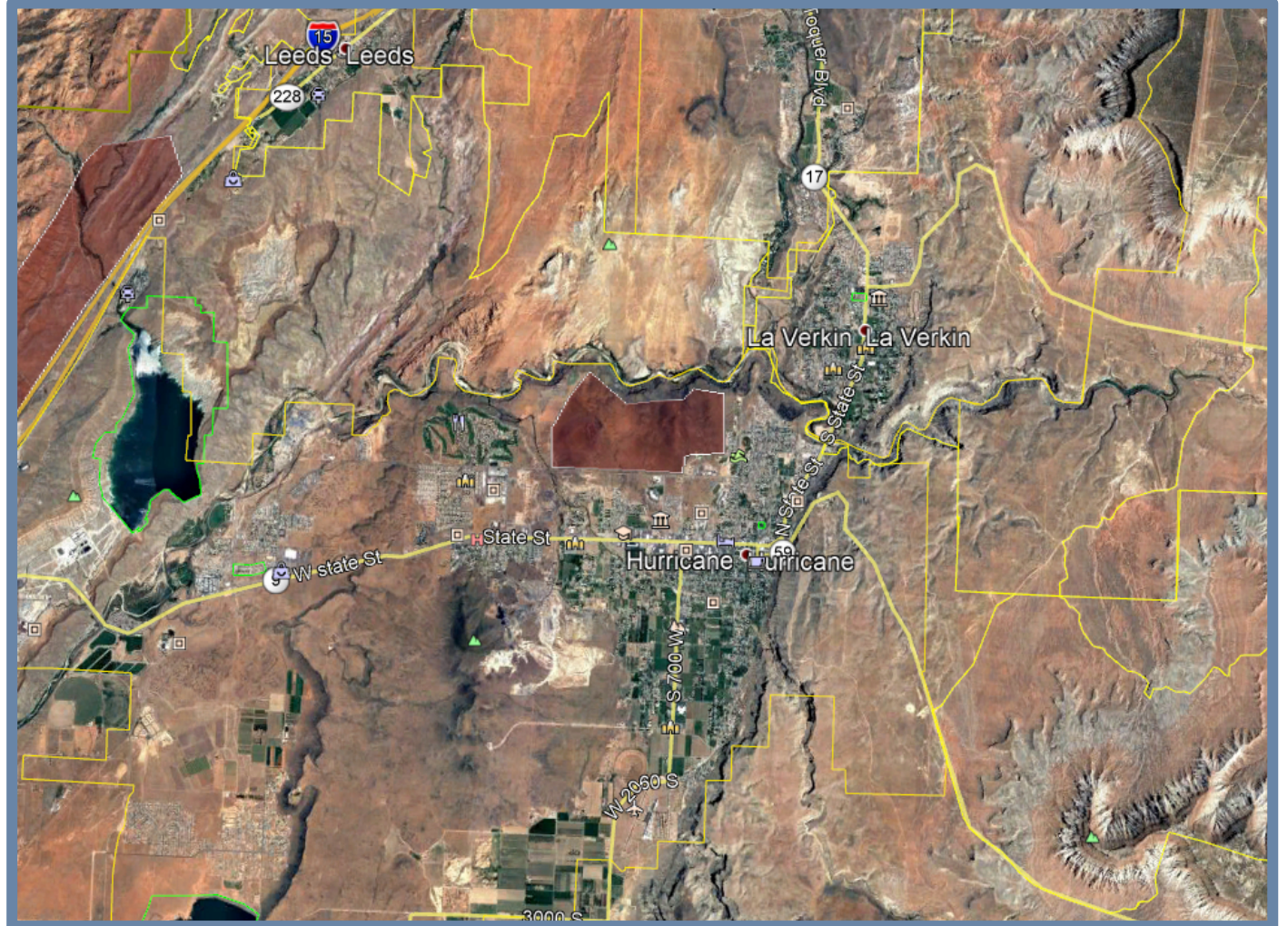
LAND RESIDUAL ANALYSIS | All of this data allows us to derive the true intrinsic value of the land based on its highest and best use.

FLEXIBLE TOOL | The use type for each property could be adjusted along with a myriad of other inputs according to your needs.
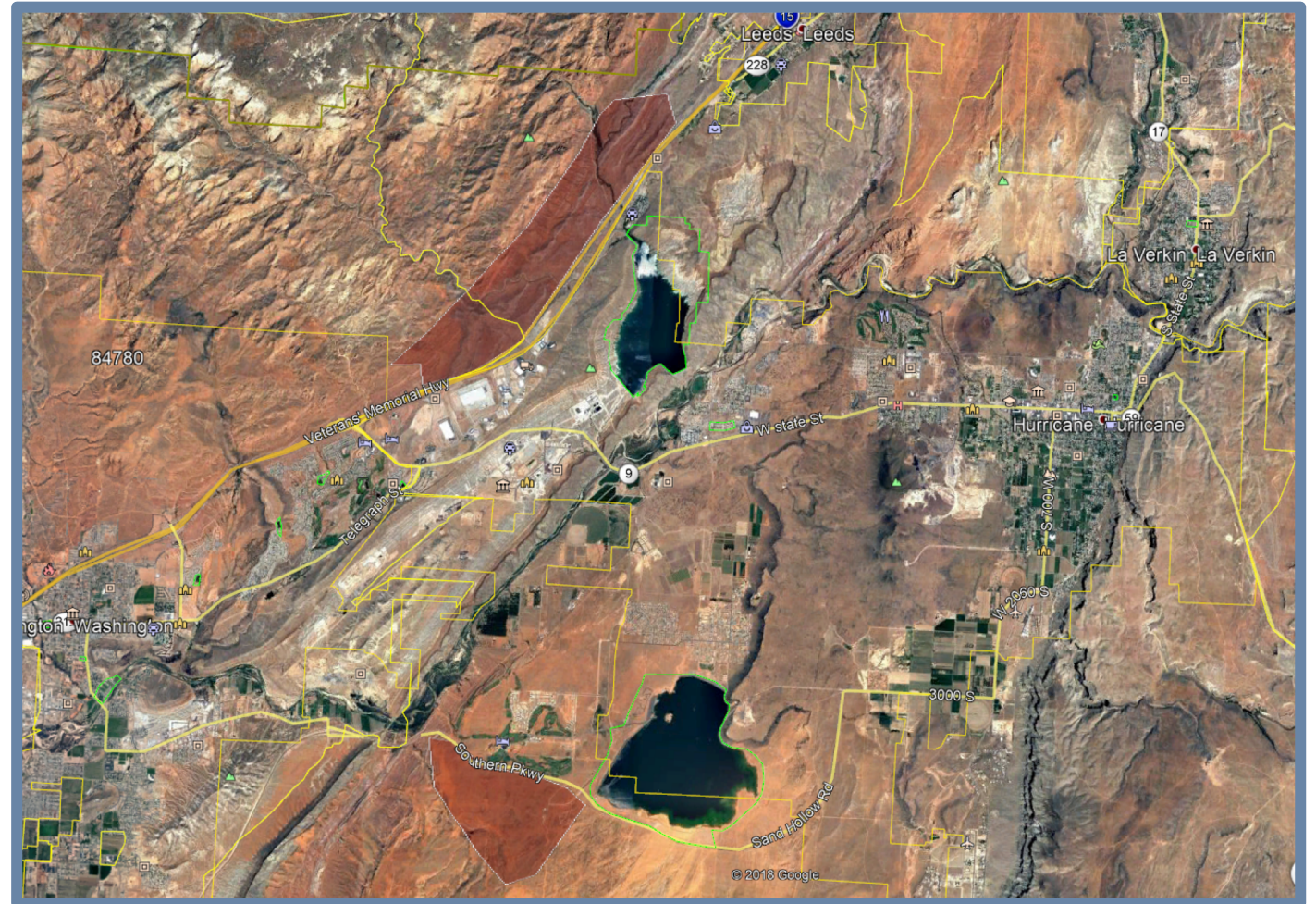
YOU DRIVE THE ASSUMPTIONS | As policy makers, you set and control the assumptions.

HURRICANE
CITY SAMPLE

UNINCORPORATED WASHINGTON COUNTY

COUNTY SAMPLE

TOTAL WASHINGTON COUNTY VALUATION
ALL FEDERAL LANDS

CURRENT PILT **$3,100,000**

Projected Property Tax based on lowest possible use [RECREATIONAL] **$12,000,000**

Projected Property Tax based on Resource Master Plan [51% of current PILT for State of Utah] **$18,000,000**

Projected Property Tax based on Development Potential

• Based on developing 10,000 acres of the 1,100,000 Federal Lands acres in Washington County. This value is based on development efficiencies and constitutes developing less than 1% of the total Federal Land acreage.

$105M to $300M

CHALLENGES

DETERMINING THE BEST POTENTIAL USE FOR THE PROPERTY

- Currently, all Federal lands default to RECREATIONAL use.

- However, there may be instances where the use should be more value intensive.

- EXAMPLE | COAL

- Should County Commissioners weigh in as we progress through the State?

THE IMPORTANCE OF ADDING RESOURCE MASTER PLAN AS AN OVERLAY

- The State Release will include functionality that determines the property use based on the RMP and then defaults to that use in the software.

- RMP has been imported and development on that functionality has commenced.

GETTING DATA FROM THE INDIVIDUAL COUNTIES AND CITIES

THE NARROW SCOPE OF PILT VALUE

- The capabilities and power of Geomancer creates virtually limitless possibilities. As such, we believe that there are a number of other factors that could be considered in addition to the lowest default value of a property and add tremendous value to the PILT discussion at the Federal level.

- EXAMPLE | POTENTIAL SALES TAX GENERATION AND INCREASED PROPERTY TAXES AS DEVELOPMENT OCCURS ON THE PROPERTY

VARIANCES

APPROXIMATELY +/-15%

- As the data from the State is imported, the variance in our values will reduce significantly.

- The larger the data set, the more precise the figures and tighter the variance.

WE BELIEVE THIS NUMBER WILL GO DOWN TO 5%

CASE STUDY | PROPERTY LISTED BY COLLIER'S IN HERRIMAN

- Our default pro forma was within 5% of the developer's. In addition, the developer ended up using a couple of our numbers which he deemed "more accurate" than his own. This would drop this variance down even further.

BOTTOM LINE

- The algorithm has been tested by some of the largest developers in the State and along with this case study and others, we feel very confident that our values are accurate.

- After importing the rest of the State, the accuracy and level of detailed valuation will certainly increase dramatically.

STRATEGIC PLANNING

ADDITIONAL FUNCTIONS ADDED WITH THE STATE RELEASE

- **Resource Master Plan Overlay**
- **Direct link to Assessor's value**

- **How are you envisioning the software being used in the conversation with the Federal Government?**

  - **Will the software be better utilized by using the Assessor's value as the "current trade value" or a Geomancer based value?**

    - **Strategically, it may make sense to use the Assessor's value so there is congruency between the taxing body and Geomancer.**

QUESTIONS & ANSWERS