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A VISION FOR THE FUTURE  
SINCE 1964.

POER



## SUMMARY

*Scott Donald offers clients over 20 years of property valuation experience. As Managing Consultant of POER's Pacific Region, he is responsible for client's properties in Alaska, California, Hawaii, Oregon and Washington. His expertise in real and personal property assessment combined with a thorough knowledge of local tax practices are major assets to property owners who want proactive tax management.*

## EXECUTIVE PROFILE

*Scott Donald, MBA, CMI — Vice President*

## QUALIFICATIONS / EXPERIENCE

- ❖ Over the past nineteen years, has personally represented more than 7,500 properties in California and generated more than \$350 million in tax savings for clients
- ❖ Impressive track record of Tax Savings working with complex properties, including: over \$3 million for a hotel resort; \$10 million for a hotel/retail project; \$4 million for a high-rise office building; and, \$1.7 million for a hotel/retail/office project
- ❖ Successfully negotiated a hotel base value to \$27 million below the purchase price due to intangible positioning
- ❖ Successfully argued to Washington's State Department of Revenue for a reversal of classification and established new depreciation tables for manufacturing equipment, saving not just our client but the entire industry thousands of dollars each year
- ❖ Expert in California personal property compliance and audit issues
- ❖ Qualified expert witness before the California State Board of Equalization
- ❖ Former commercial staff appraiser for Los Angeles County Assessor's Office

## CREDENTIALS / EDUCATION

- ❖ CMI, Certified Member of the Institute for Professionals in Taxation (IPT)
- ❖ MBA in Real Estate/Finance, California State University at Long Beach
- ❖ BS in Real Estate, Arizona State University
- ❖ Completed California State Board of Equalization's advanced income approach to valuation courses and IPT's advanced personal property courses, among many others
- ❖ Guest speaker at the IPT 2006 annual conference Hospitality & Healthcare breakout session, and guest lecturer on business enterprise valuation at IPT's 2008 symposium
- ❖ Published an in-depth perspective on business enterprise value and contributes regularly to numerous industry trade journals and newspapers