

# From the Outskirts to Downtown: Taxes, Land Use & Value in 15 New Hampshire Communities

A virtual presentation by  
**Joe Minicozzi** AICP | **Urban3**  
**October 15, 2020 at 10 AM**



[NHHFA.org/events](https://NHHFA.org/events)







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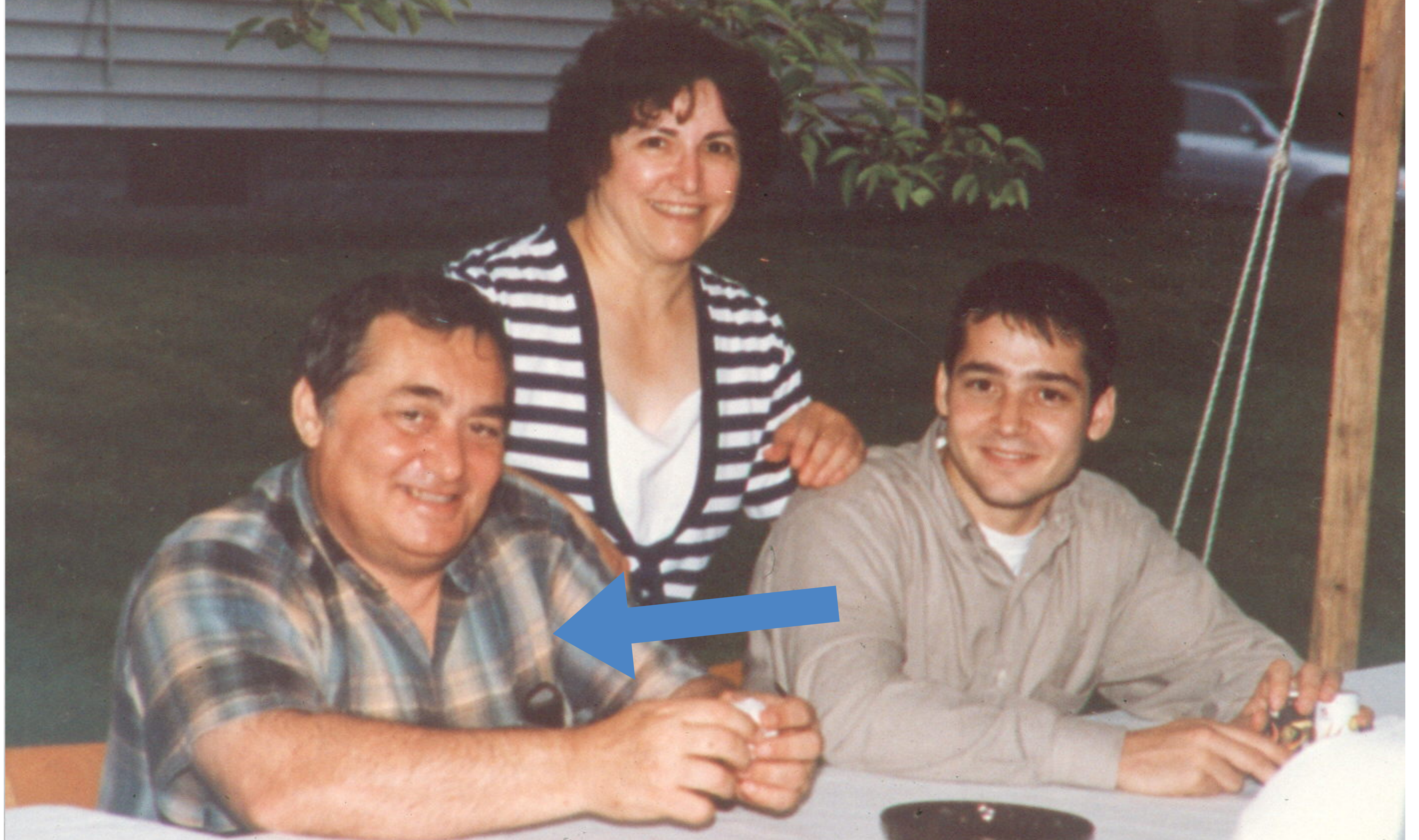


Value per acre map of  
Auckland, New Zealand

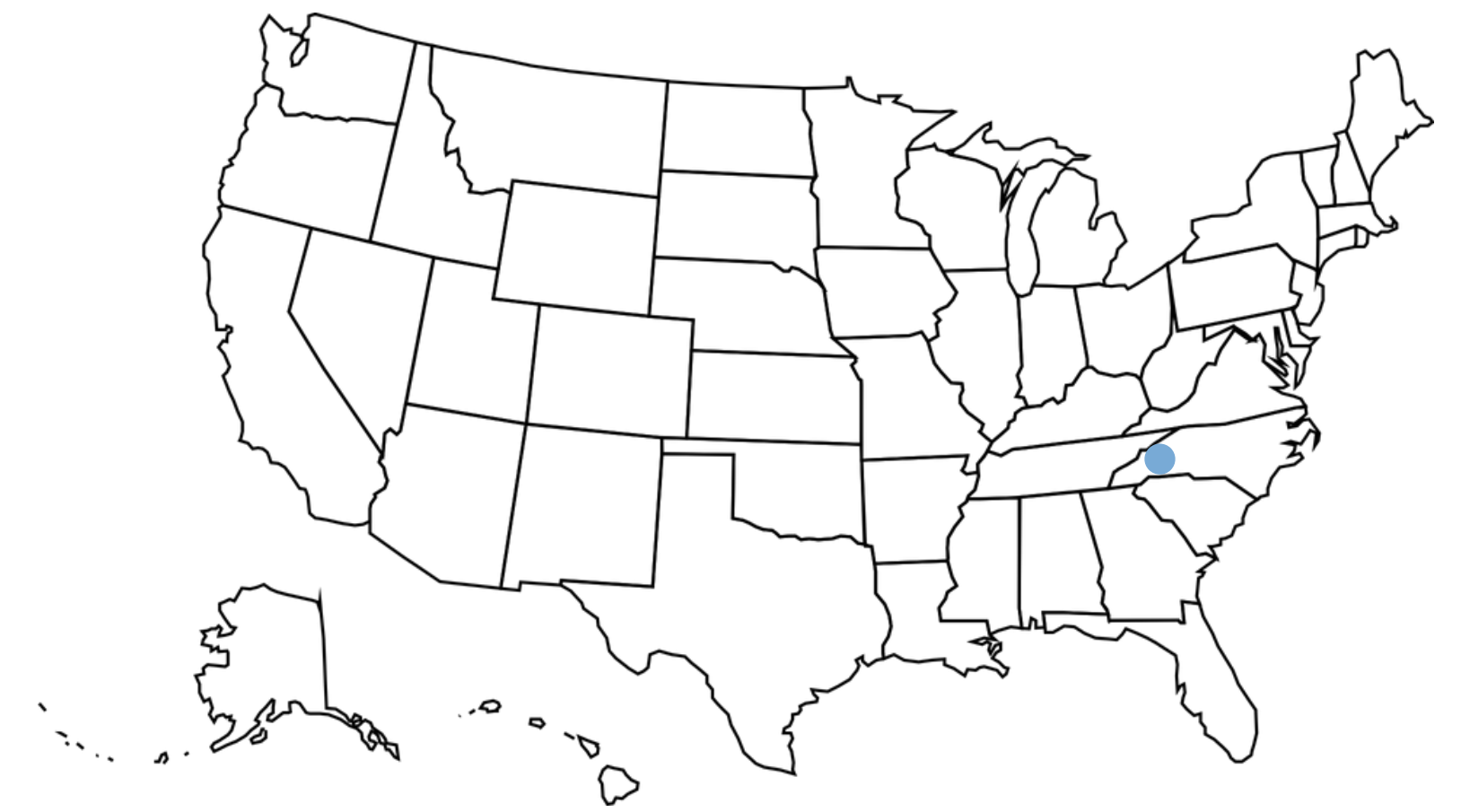
URBAN3

Economics of Land Use









Case Study: Economic MRI®

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# Asheville, North Carolina











In the 70's and 80's  
our downtown died.



Asheville's de facto motto was:

**"That will never work here - don't even try."**





Julian Price

1941 - 11/19/2001



The Alternative Reading Room

The Mountain Xpress

Salsa's & Zambras

City Seeds

# Public Interest Projects



URBAN3



51 Biltmore



The Dogwood Fund



The Orange Peel



YWCA

The Public Service Building

Downtown benches



The Laughing Seed









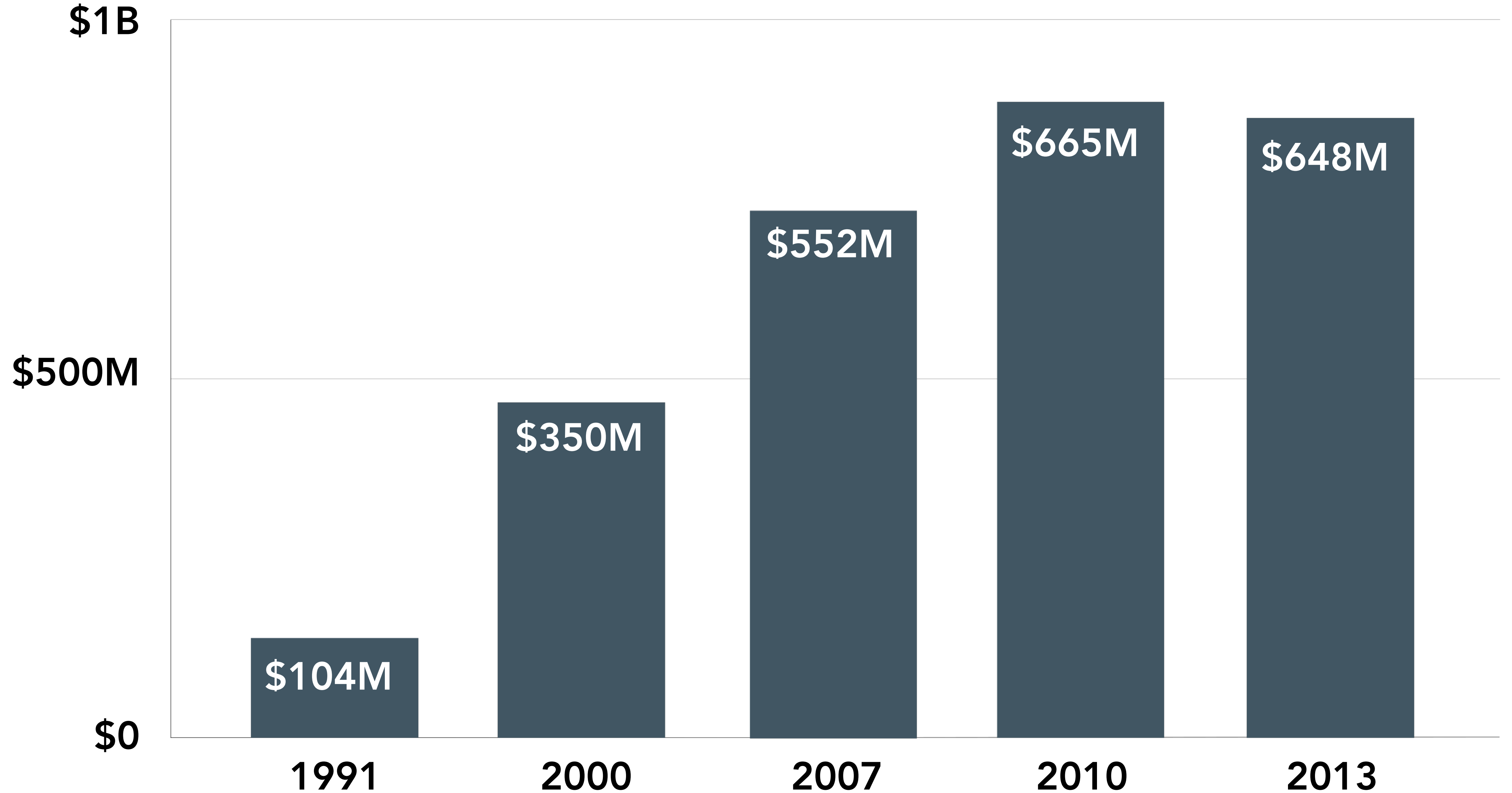
**In God we trust;  
everyone else,  
bring data.**

Mayor Michael Bloomberg



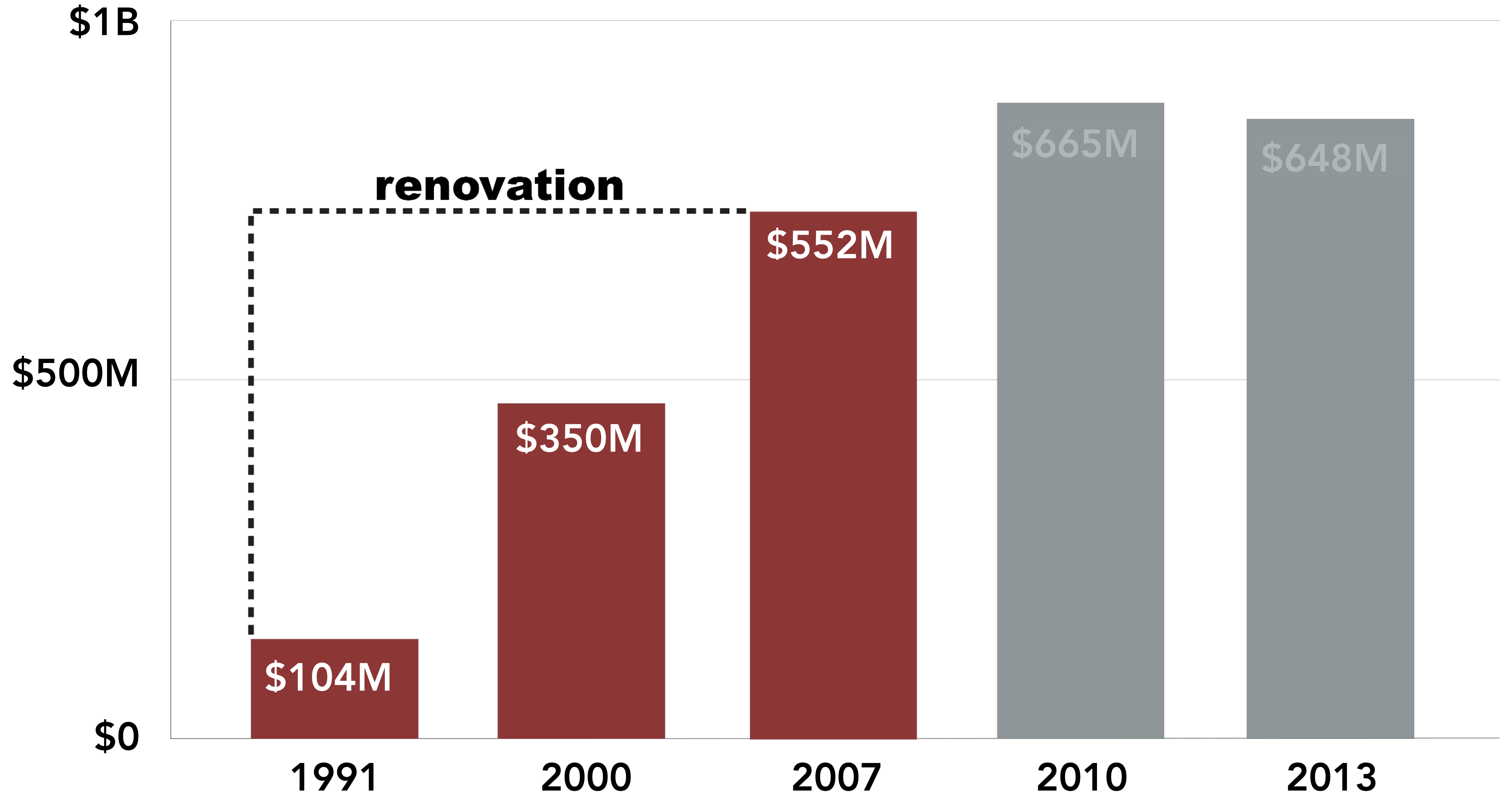


# Asheville CBD Taxable Value



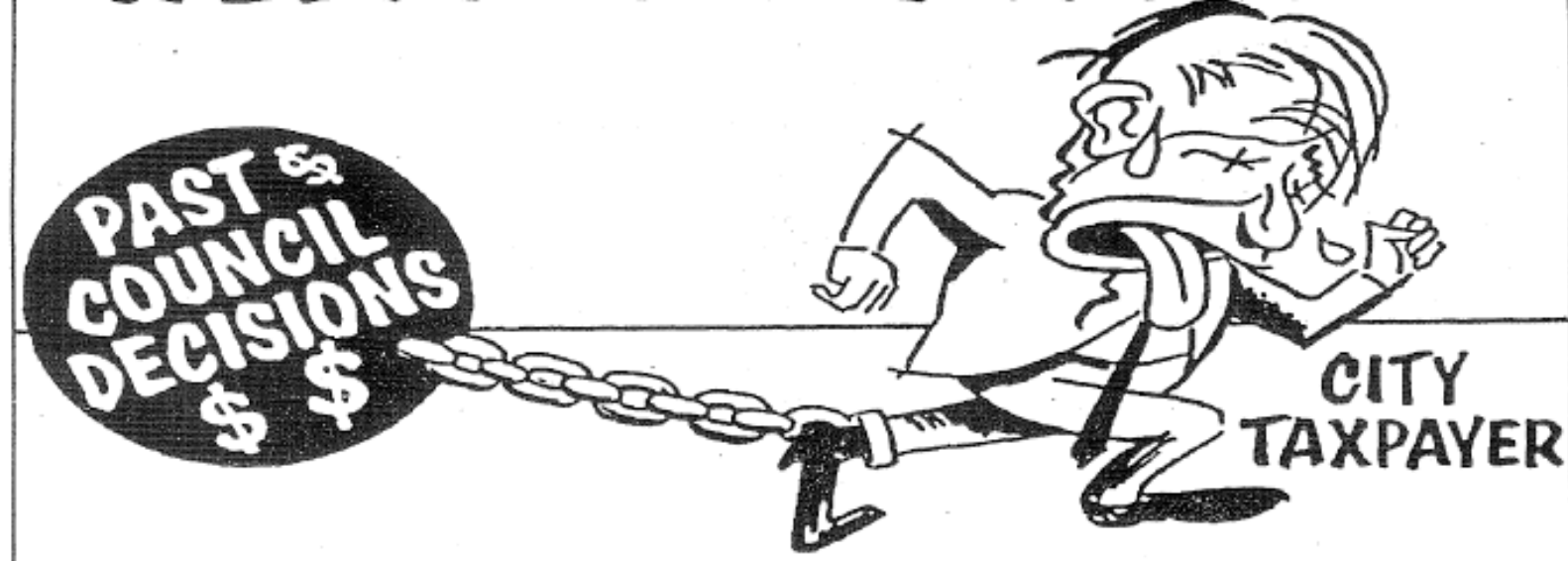


# Asheville CBD Taxable Value





# WELCOME TO ASHEVILLE



## THE BURDENS OF POOR DECISIONS ARE BECOMING UNBEARABLE!

- Parking Garages 4.5 Million & Climbing
- Pack Square Projects 10.0 Million & Climbing
- Wall Street Project 1.8 Million & Standing Empty
- New Garage for Garbage Trucks 5 Million Plus
- City Hall Beautification Project 4.8 Million
- 26.1 Million & Climbing

In 1990 Asheville City taxes were raised

## 2 Million Dollars

to help pay for these projects for  
*Downtown Dignitaries.*

These are just a few of the failed policy decisions supported by the Old Council. The taxpayers can no longer afford the policies of the 80's.

Here are your choices on November 5TH  
*You May Vote For Six*

- |                                    |                                    |
|------------------------------------|------------------------------------|
| ■ Gene Ellison - 2 year Incumbent  | ■ Bill Moore - 2 year Incumbent    |
| ■ Chris Peterson - Fresh New Ideas | ■ Carr Swicegood - Fresh New Ideas |
| ■ Charles Worley - Fresh New Ideas | ■ Barbara Field - Fresh New Ideas  |
| Norma Price - 14 years Incumbent   |                                    |

SHOW YOUR SUPPORT FOR A NEW CITY COUNCIL.  
DISPLAY THIS POSTER IN YOUR CAR, YOUR WINDOW, OR YOUR YARD.

PAID FOR BY: CITIZENS FOR A NEW CITY GOVERNMENT, DOROTHY F. WORLEY, TREASURER

# BLUEPRINT OF CITY HALL

## THE INCUMBENTS: WHY SHOULD WE VOTE AGAINST THEM?

The decade of the 80's was controlled by the incumbents  
Bratton, Frank, Price, and Michalove.

*During their tenure, we have witnessed the following:*

1. Personal income has decreased.
2. Property taxes are at an all time high. In 1990 these four council members voted for a 16% increase in personal property taxes.
3. In 1981 water was at the top of their list of priorities. In 1991 water remains at the top of their list.
4. Increased crime rate. Inadequate police protection due to massive annexation during the past 10 years.
5. Downtown development for bureaucrats instead of water, sewer, and streets for our citizens.
6. Fewer jobs for our residents. We have lost good sound industries such as Burlington, Sayles, Kellwood, Girmes and Stencil, not to mention 3000 jobs at Enka.
7. Enormous waste of city tax dollar and manpower within the fire department (i.e.: fire trucks being routed to fender benders, etc.).
8. Downtown parking fiasco. Millions of dollars wasted on unused parking decks.
9. Turmoil in the City School System. The only voice city residents have is through our vote for Asheville City Council.
10. Community favoritism. Certain communities have been ignored far too long while others have been given the royal treatment. This cannot be tolerated. All city areas are entitled to all city services.



VOTE OUT THE POLICY MAKERS OF THE 80'S.

THEY'VE BEEN IN CHARGE TOO LONG!



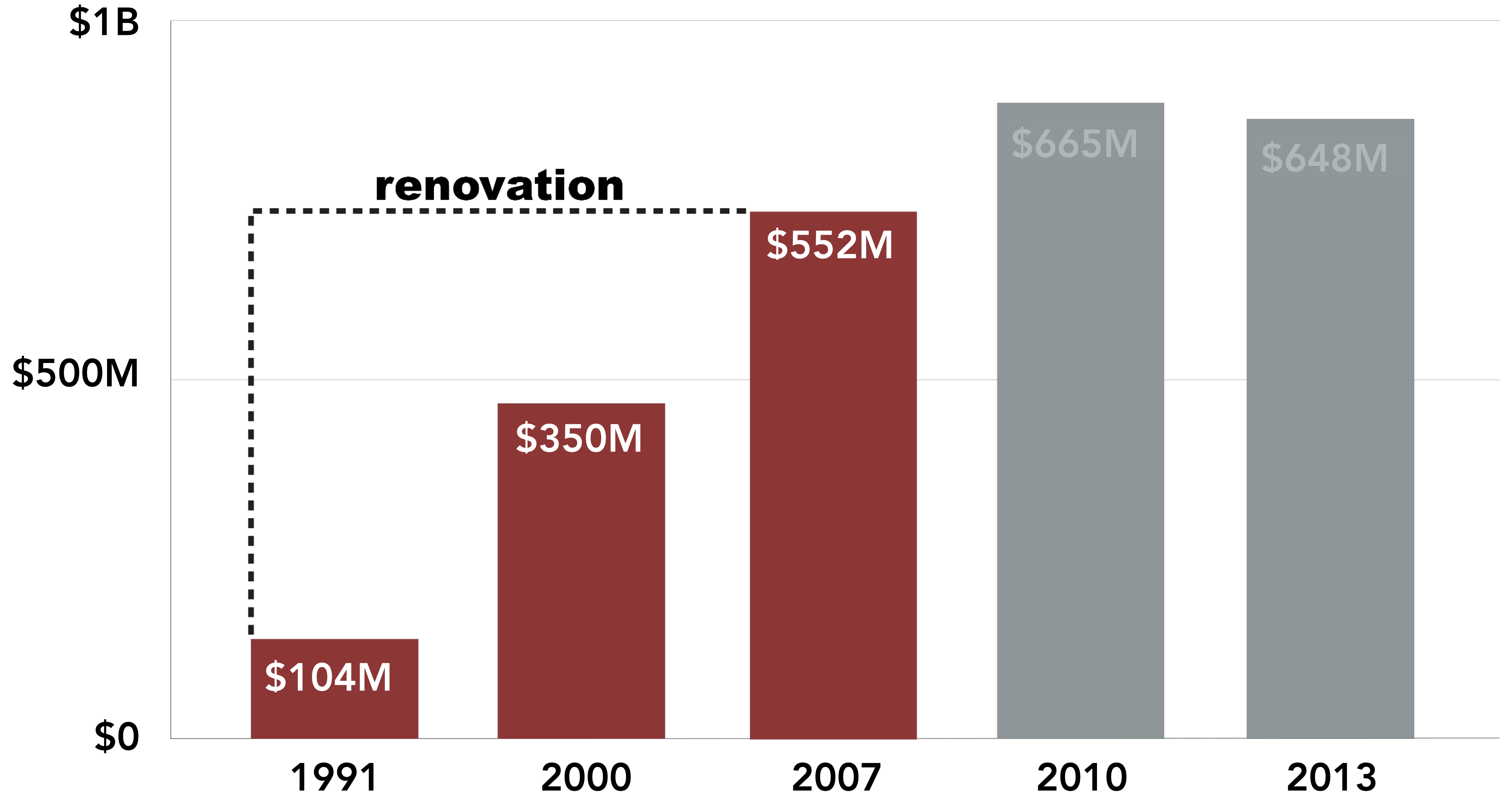
PAID FOR BY THE CITIZENS TO ELECT A NEW CITY GOVERNMENT

Asheville's de facto motto was:

# "That will never work here - don't even try."



# Asheville CBD Taxable Value





**DON'T TRUST THIS GROUP  
OF *LYING POLITICIANS!***

**THE GREAT RIVER GRAB HAS BEGUN!  
DON'T BE FOOLED BY THESE *CHARLETANS!***

**THIS CORRUPT  
GROUP NEEDS TO  
RESIGN ALONG  
WITH THEIR  
AARRC RIVER  
COMMITTEE**

**HELP US FIGHT!  
Asheville*RiverGate*.com**







# What is a City?





What is a City?





**Incorporate** (in'kôrpə,rāt)

**VERB**

Constitute (a company, city, or other organization) as a legal corporation.

Source: Oxford Dictionary



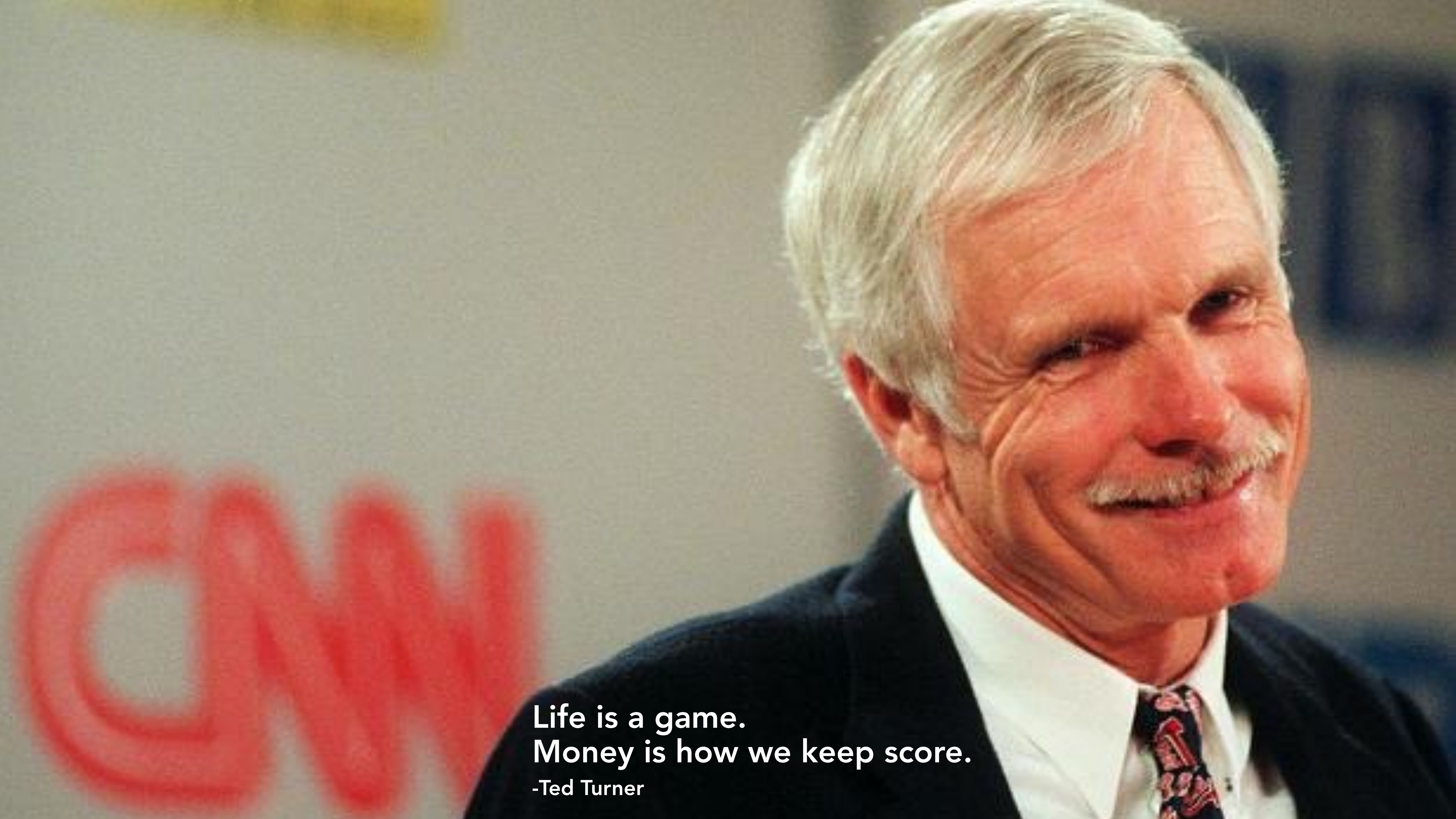
A photograph of Joe Biden sitting on a talk show set, likely the Late Show with Stephen Colbert. Biden is on the left, wearing a dark suit and a blue striped tie, looking towards the right. Stephen Colbert is on the right, wearing a dark suit and glasses, looking towards Biden. The background is a cityscape at night. Overlaid on the image is a quote in white text.

“The United States  
is the largest  
**corporation**  
in the world.”

**Joe Biden**

United States Vice President  
Late Show: 12/6/2016



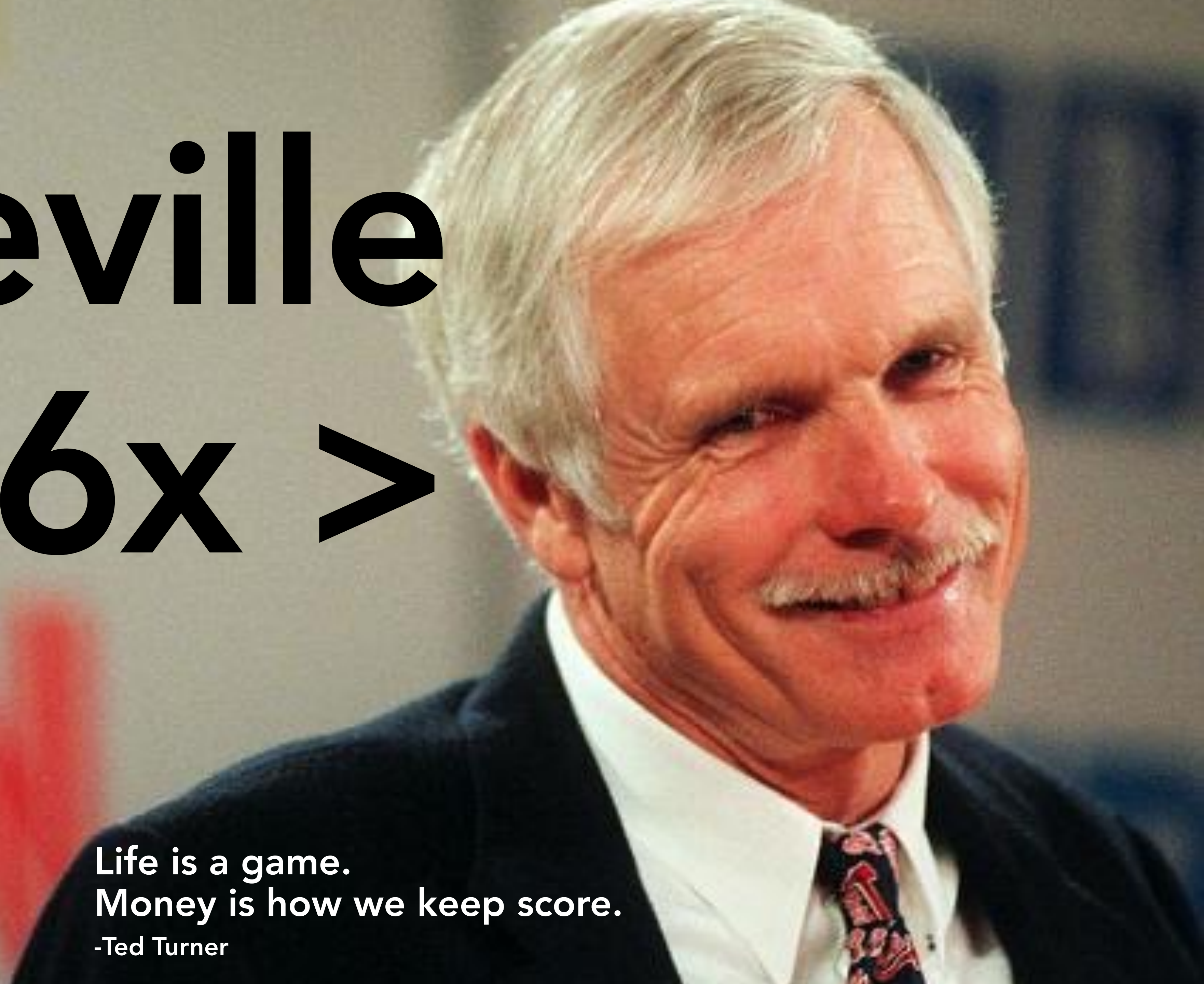


Life is a game.  
Money is how we keep score.  
-Ted Turner



# Asheville Is 6x >

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Money is how we keep score.  
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# Land Production







For 40 years this building remained vacant..... its tax value in 1991 was just over **\$300,000**



Today the building is valued at over **\$11,000,000** an increase of

over **3500%**

in **15 years**

The lot is less than **1/5 acre**

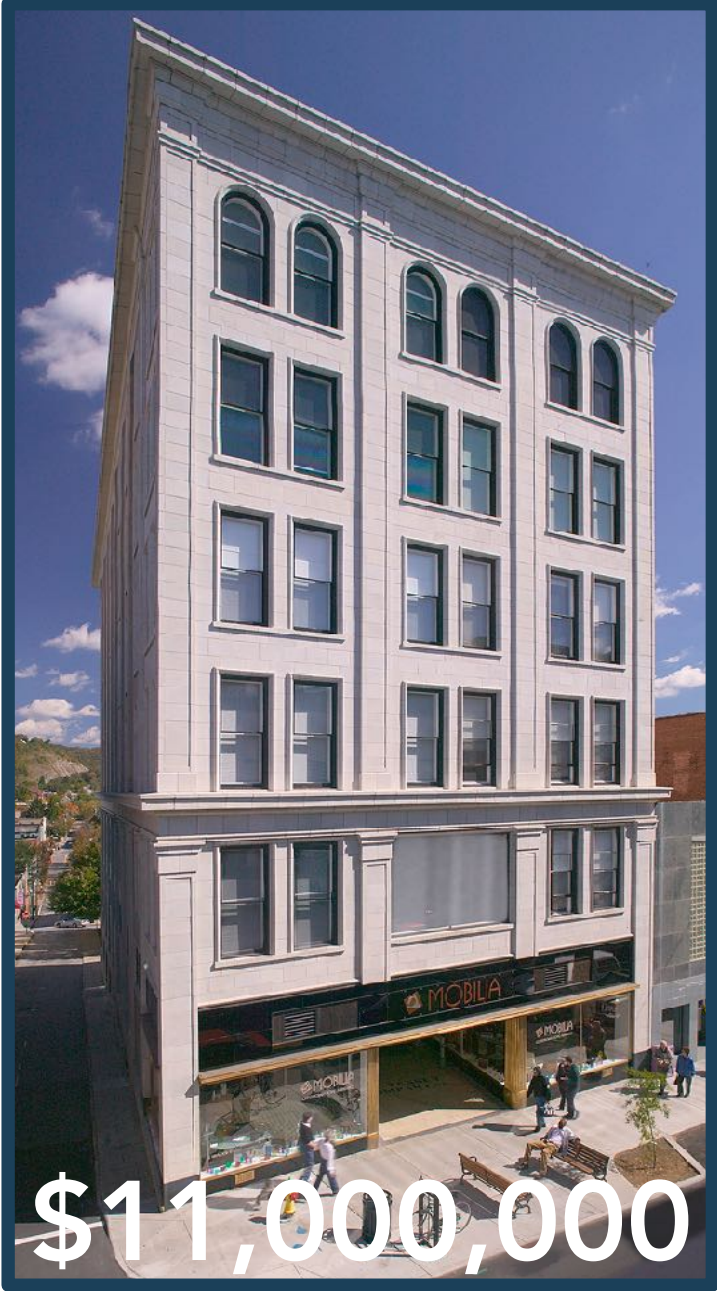






Asheville Walmart

Downtown



\$11,000,000 Tax Value



# Asheville Walmart



**\$20,000,000** Tax Value

# Downtown



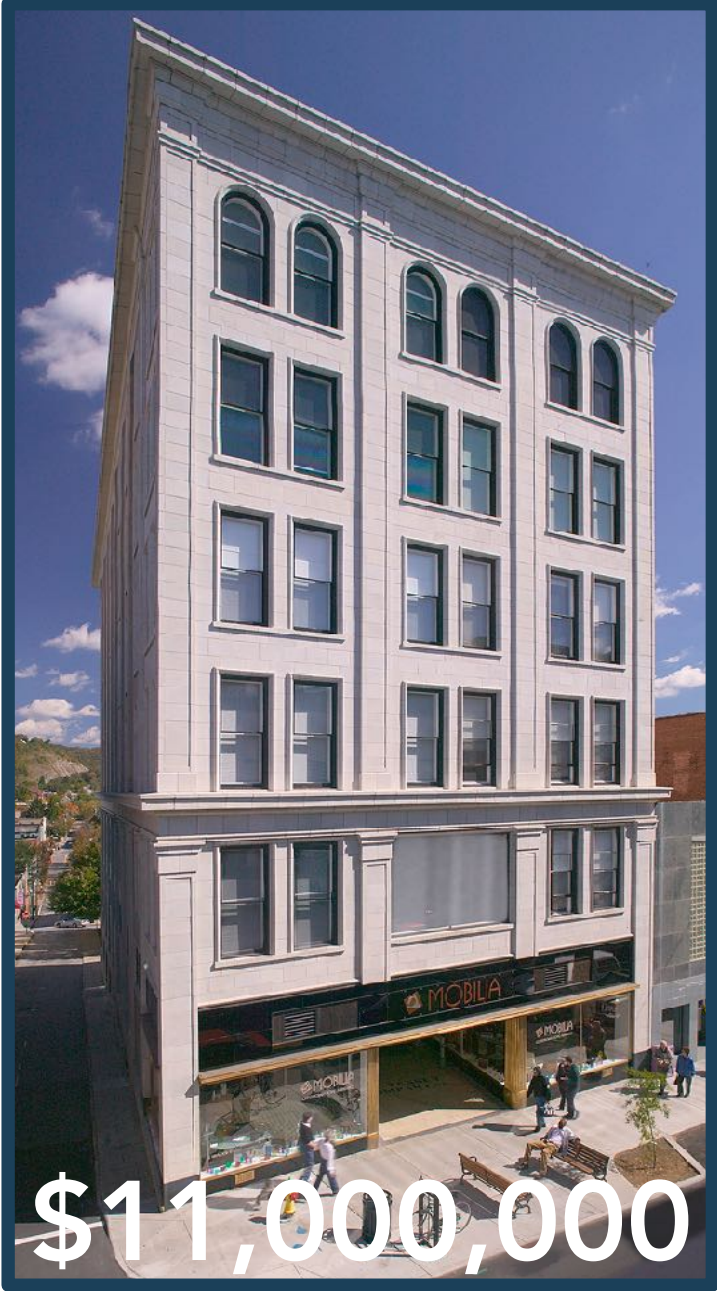
**\$11,000,000** Tax Value





Asheville Walmart

Downtown



\$11,000,000 Tax Value



0.2

Land Consumed (acres)



# International Association of Assessing Officers

80th International Conference

Sacramento, CA

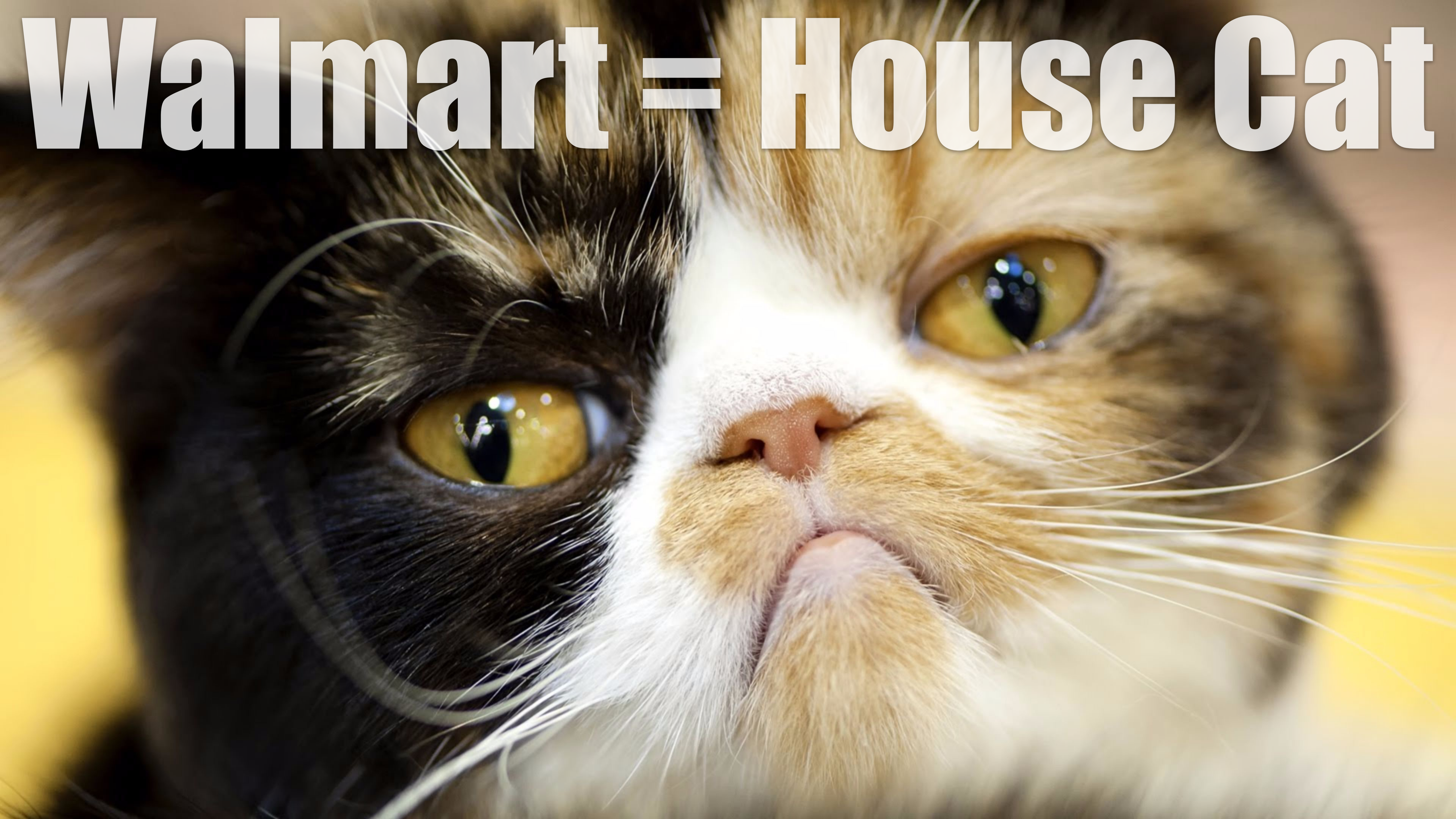
August 26, 2014



**Charles Terrell, CMI**  
**Walmart**  
Director of Property Tax

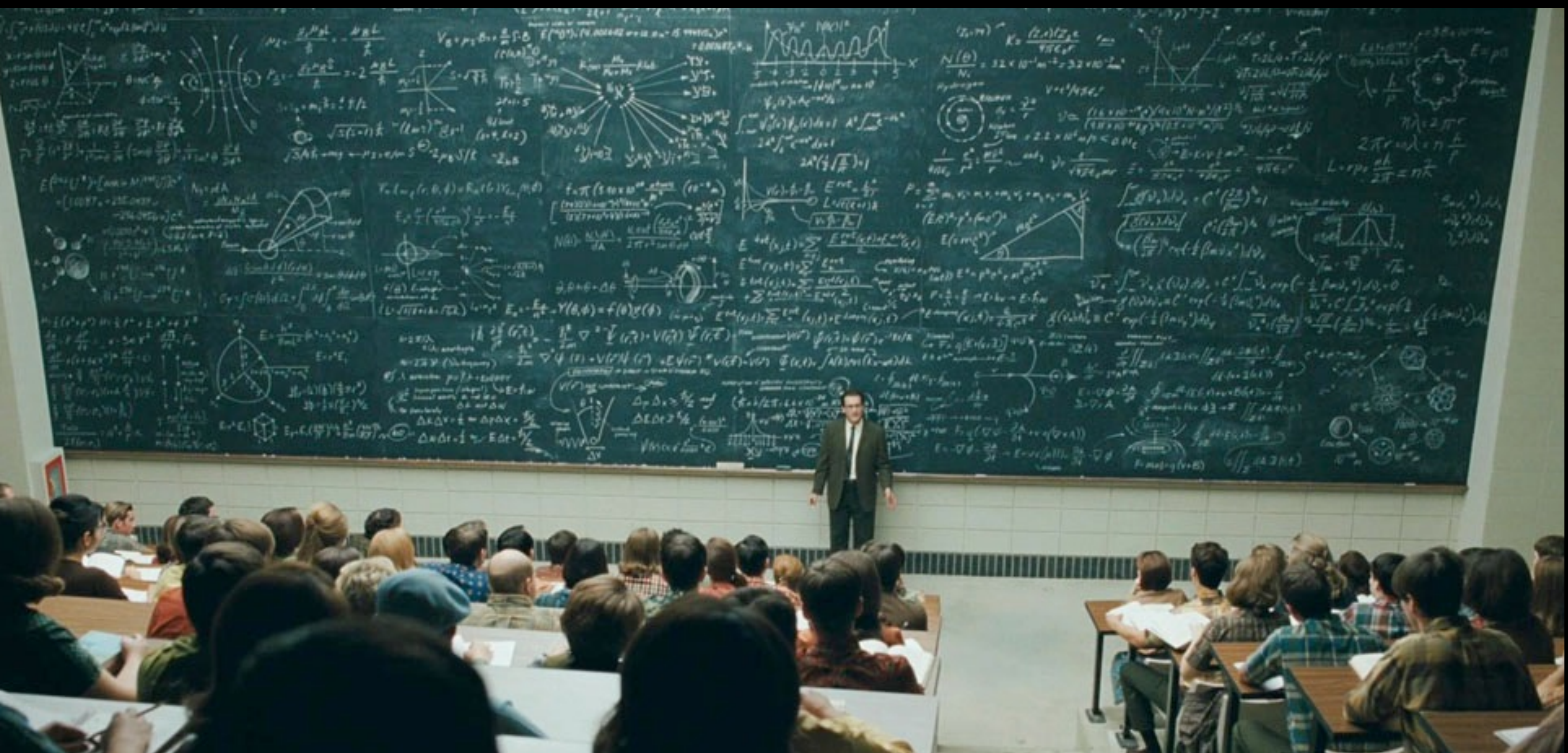






**Walmart = House Cat**





# Scary Math



# How do you compare cars?



**Ford F150 Lariat LTD**  
**648 miles per tank**



**Toyota Prius**  
**571 miles per tank**



**1955 BMW Isetta**  
**245 miles per tank**



**Rolls-Royce Phantom Drophead**  
**380 miles per tank**



**Bugatti Veyron SS**  
**390 miles per tank**



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# How do you compare cars?



**Ford F150 Lariat LTD**  
**13/18 mpg**



**Toyota Prius**  
**51/48 mpg**



**1955 BMW Isetta**  
**50/70 mpg**



**Rolls-Royce Phantom Drophead**  
**11/18 mpg**



**Bugatti Veyron SS**  
**8/14 mpg**



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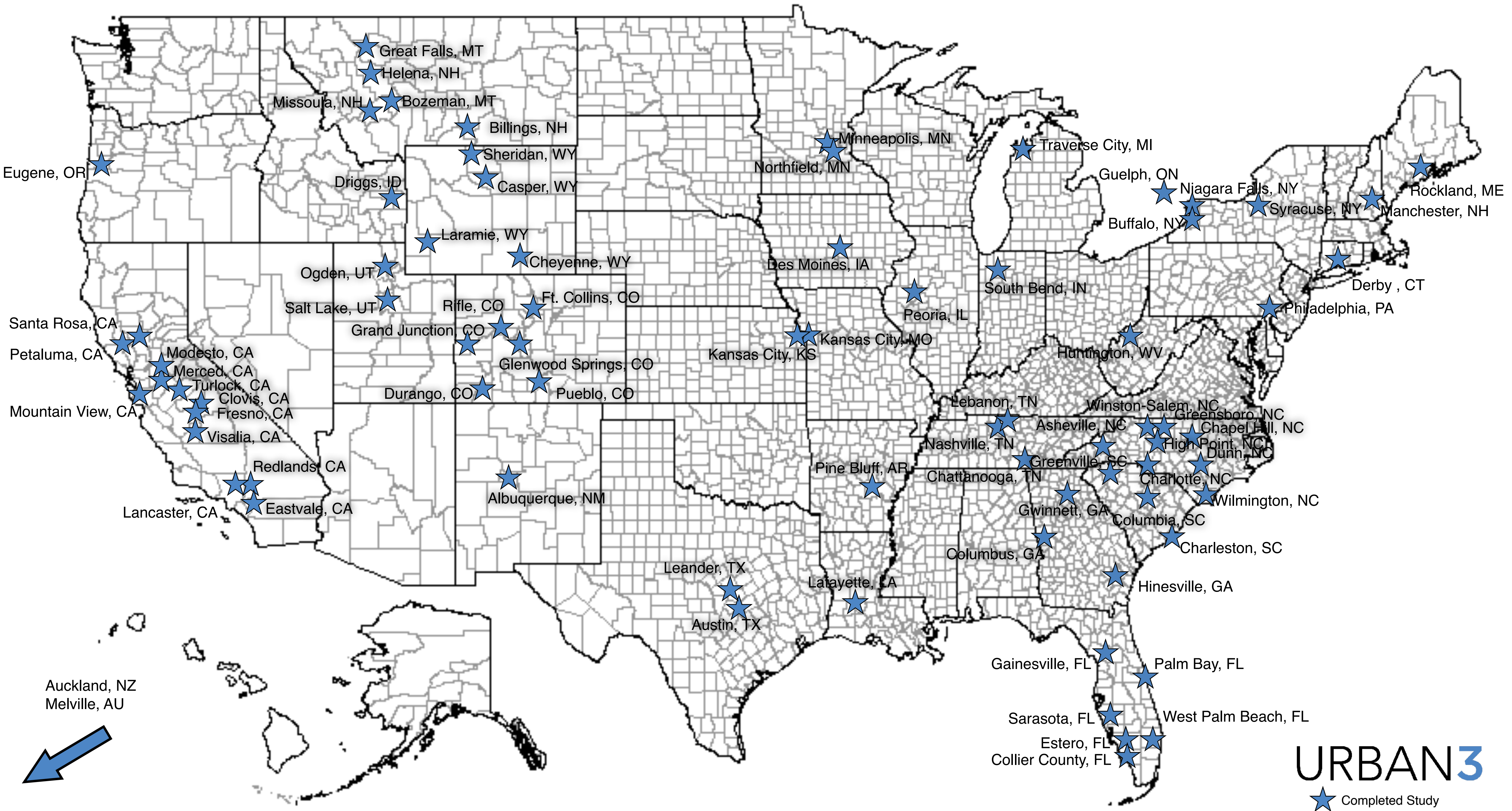


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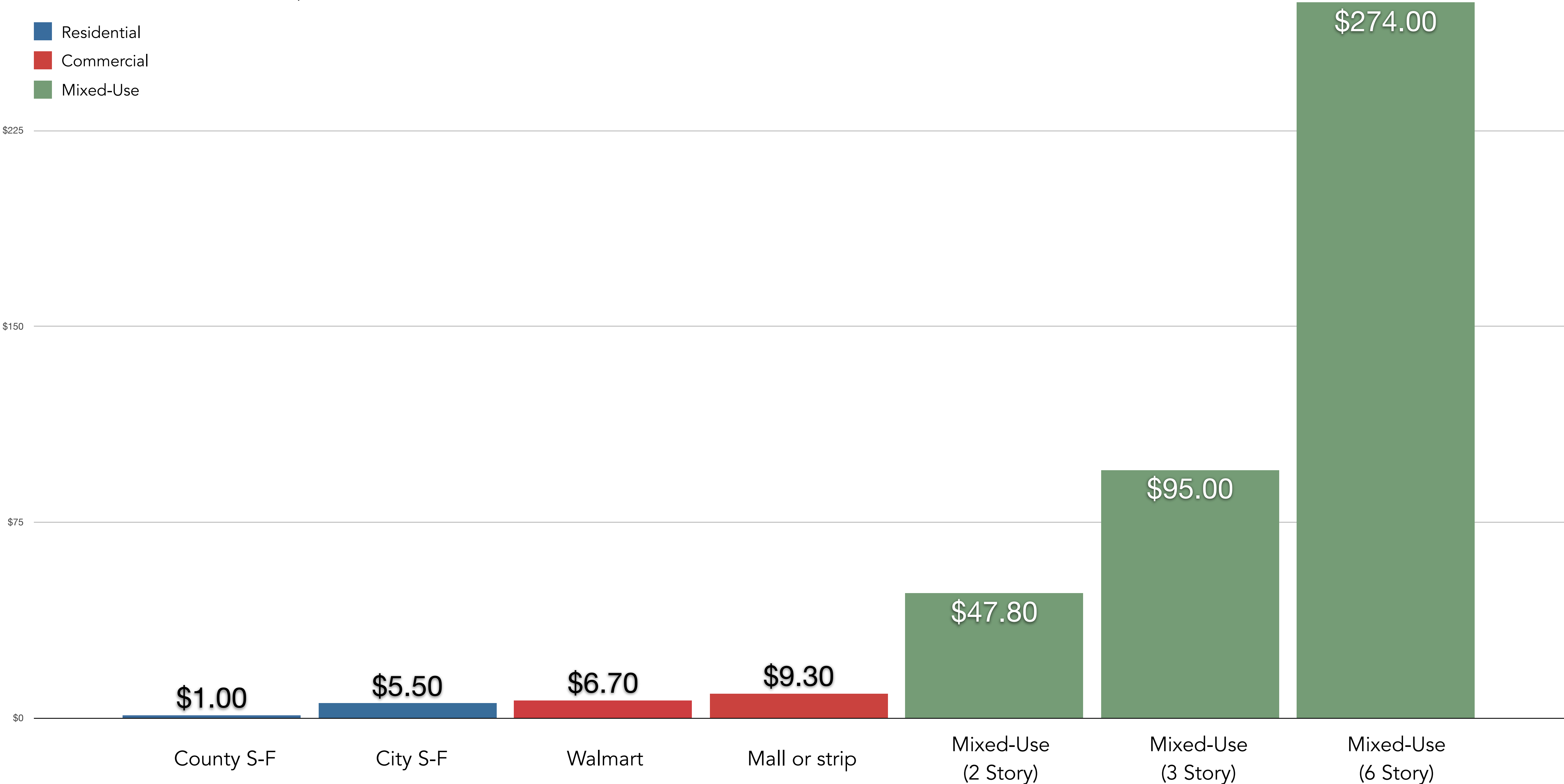




# County Property Taxes/Acre

Ratio Difference of 60 City Sample Set, in 21 States (+ a Province)

- Residential
- Commercial
- Mixed-Use





# Economic MRI™



DSI Studio

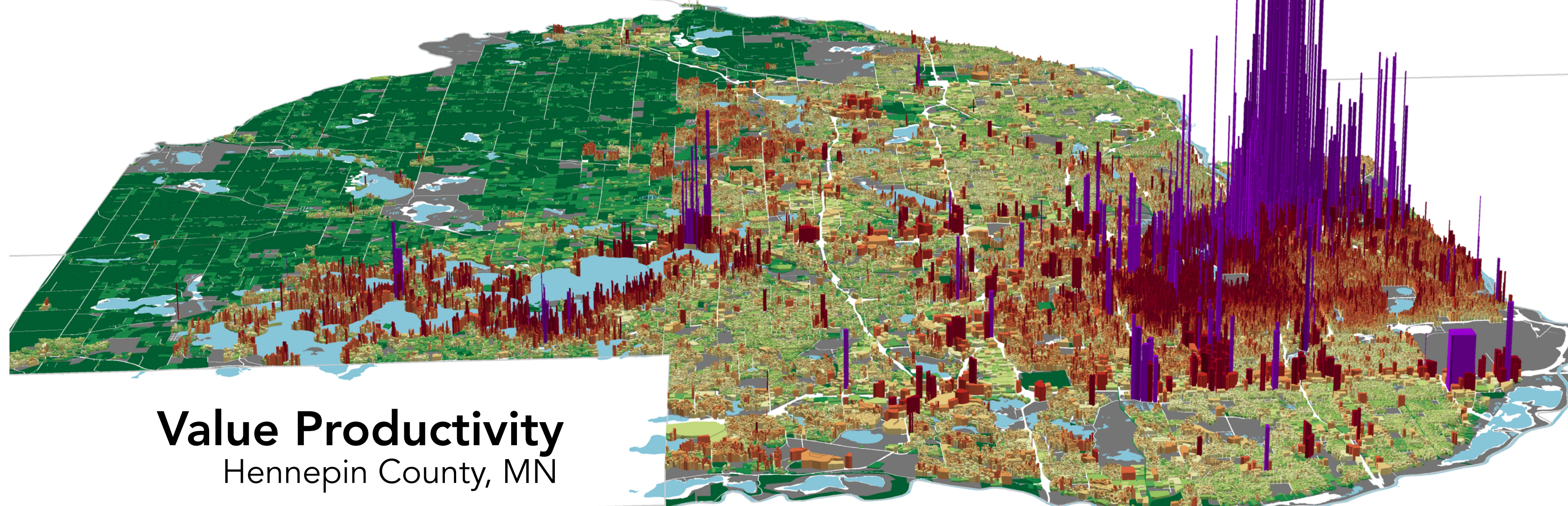
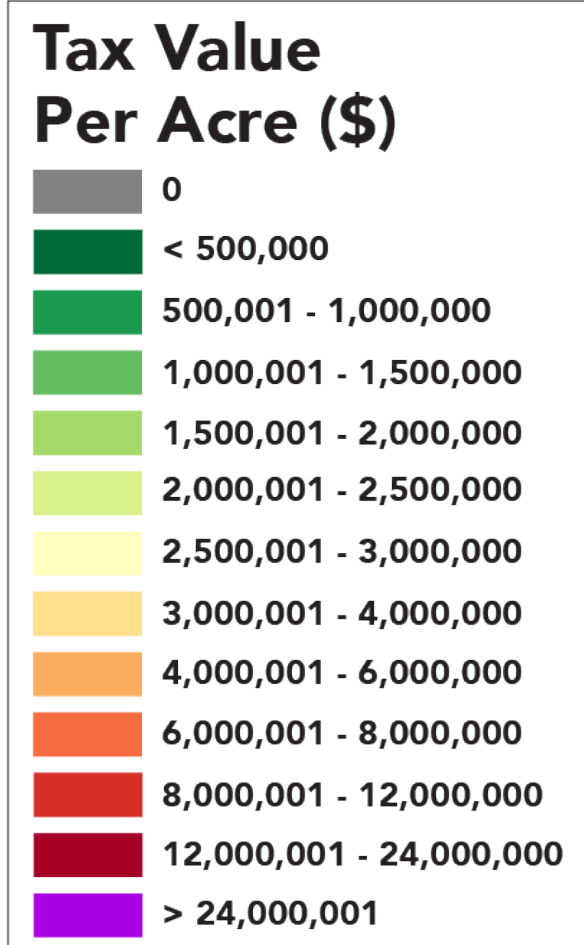
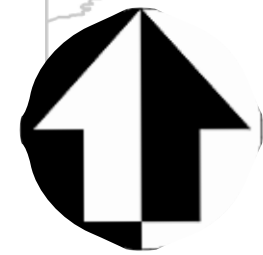
## Human Connectome Project

Fiber architecture of the brain.  
Measured from diffusion spectral imaging (DSI).

- up-down
- left-right
- anterior-posterior

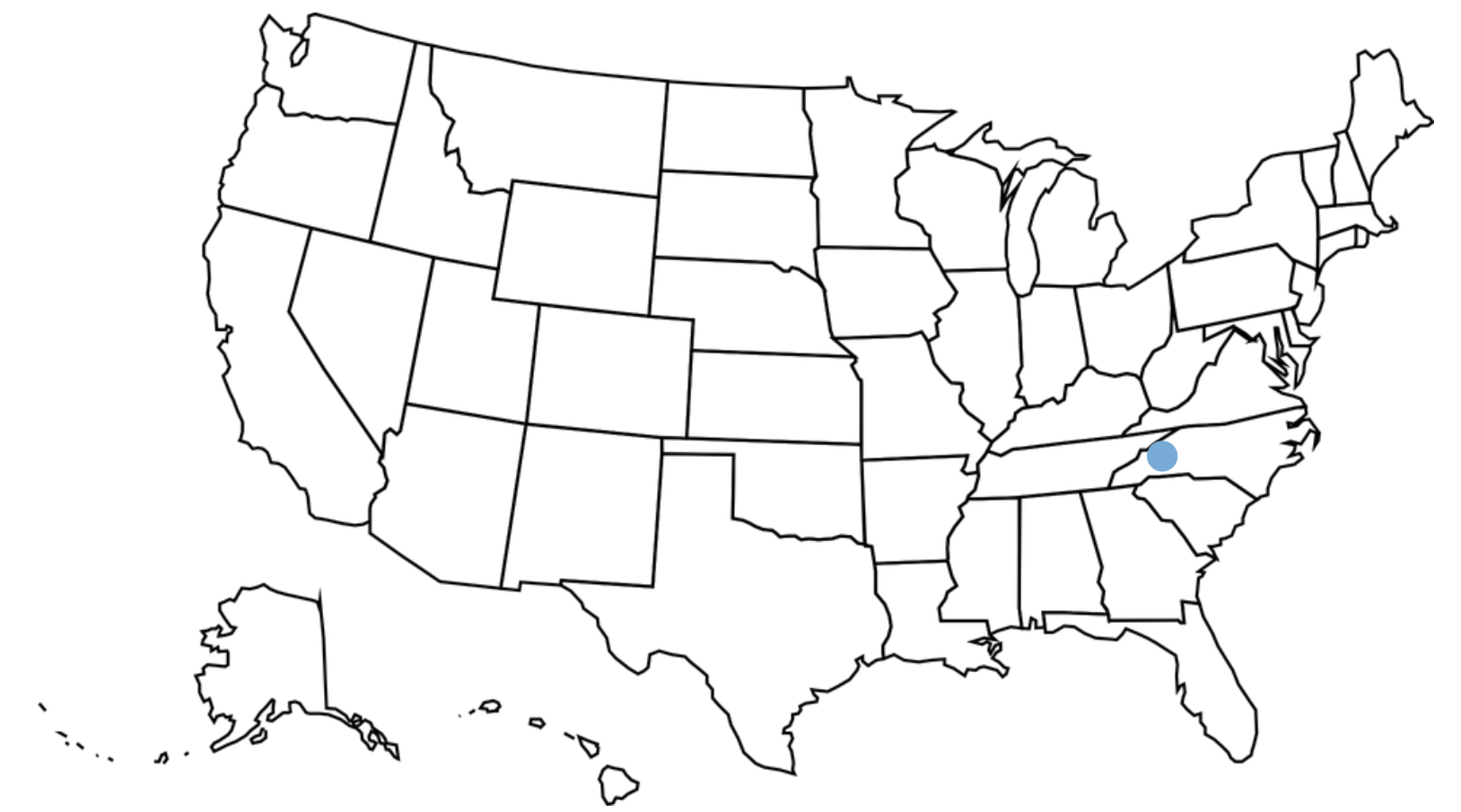


# Economic MRI™



**Value Productivity**  
Hennepin County, MN





Case Study: Economic MRI®  
2016

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# Asheville, North Carolina

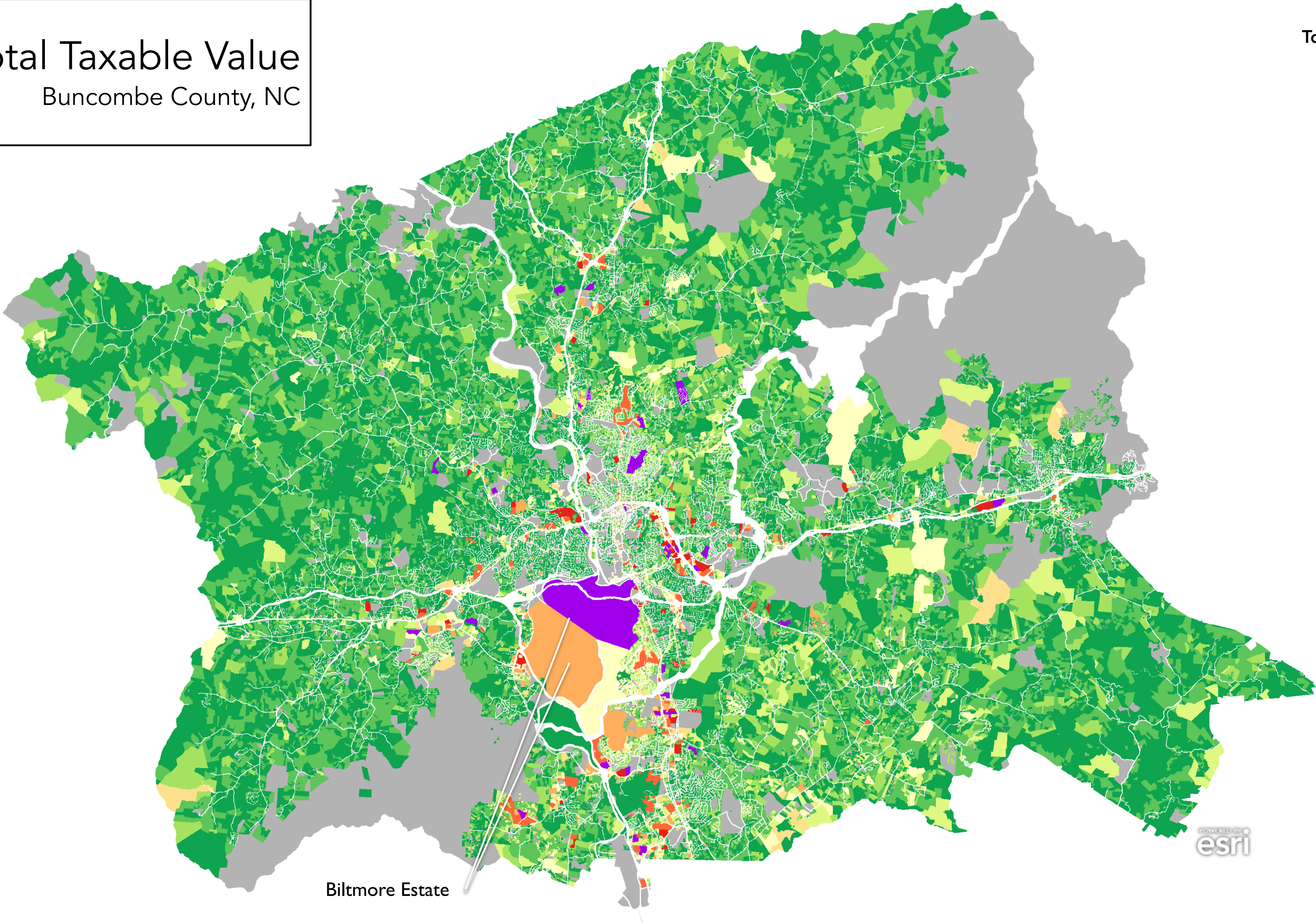


# Total Taxable Value

Buncombe County, NC

Total Tax Value (\$)

- Not Taxable
- < 160,000
- 160,001 - 430,000
- 430,001 - 1M
- 1M - 2.5M
- 2.5M - 5.5M
- 5.5M - 10M
- 10M - 17M
- 17M - 33M
- 33M - 76M
- > 76M



Biltmore Estate

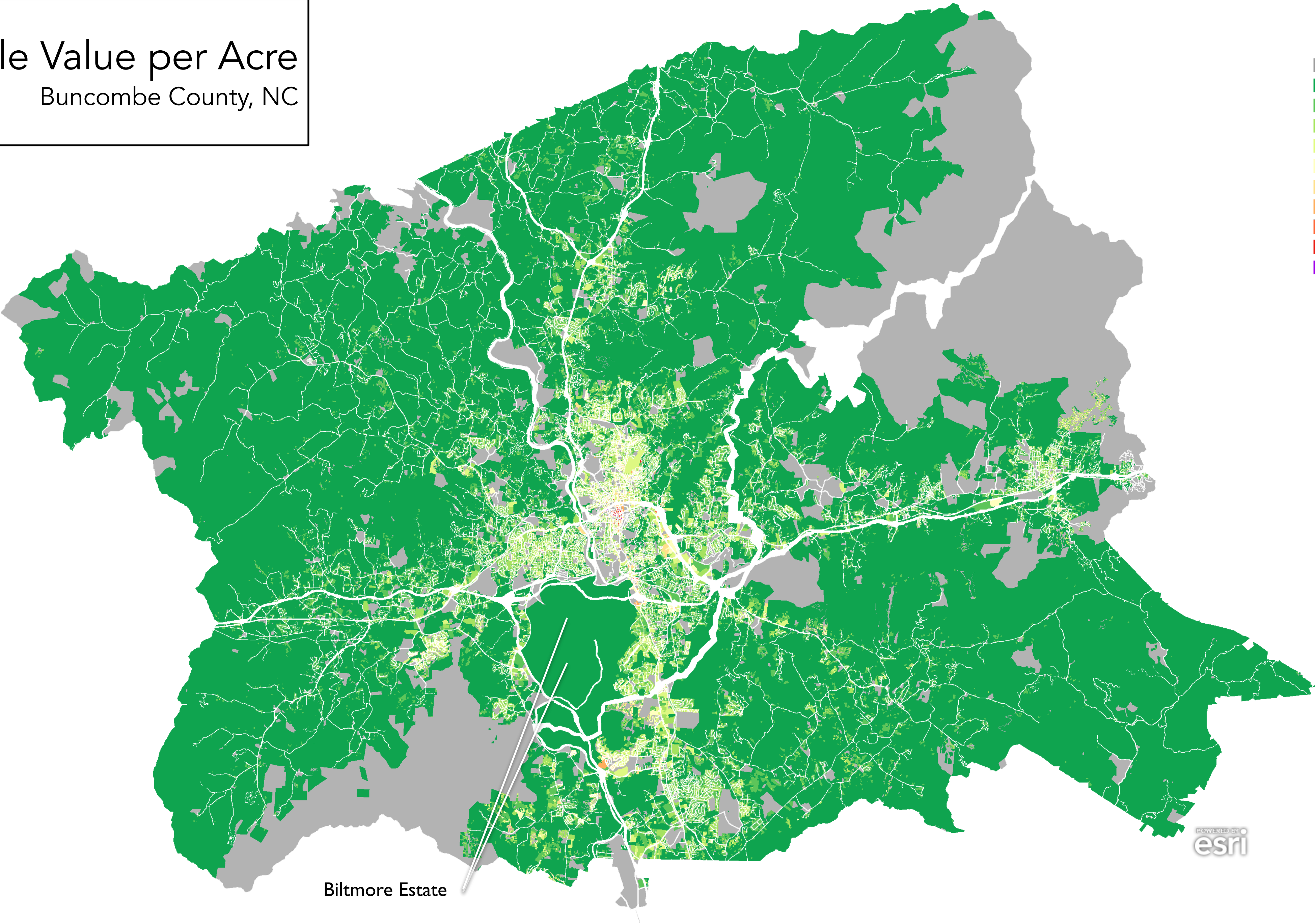


# Taxable Value per Acre

Buncombe County, NC

Value Per Acre (\$)

- Not Taxable
- < 170,000
- 170,001 - 420,000
- 420,001 - 760,000
- 760,001 - 1.2M
- 1.2M - 2M
- 2M - 3.5M
- 3.5M - 6.2M
- 6.2M - 12M
- 12M - 20M
- > 20M



Biltmore Estate

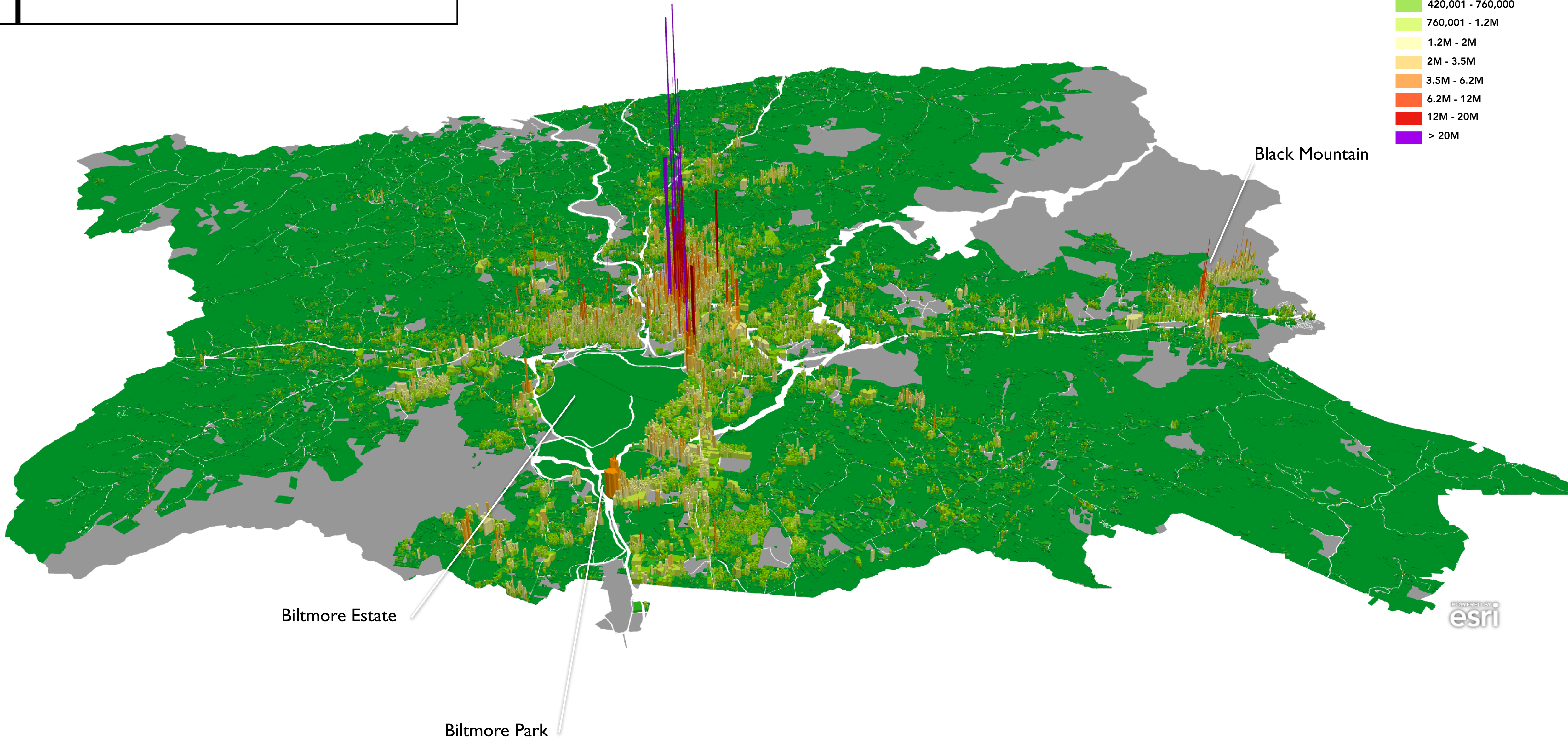


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**WELL**

**ISN'T THAT SPATIAL**