

FULL TOPIC MENU — FOR PROGRAM CHAIRS

Every topic below is backed by a published edition.

Each topic runs as a 60- or 90-minute session, in person or webinar, framed for CLE or CPE credit where noted. Topics combine readily — a session can pair any two. The full written editions live at btc-4.com/newsletter.

When the Land Isn't the Asset

When Power Becomes the Property

Data-center land: powered-land pricing, notice-defect litigation, and utility contracts that may not survive a closing. CLE/CPE.

Conservation Easements & the New IRS Scrutiny

Deduction rules, deed traps, and before-and-after valuation on working land. CLE/CPE.

No Rock, No Roads

Aggregate supply as a planning crisis — quarries as operating platforms, entitlements, and haul economics. CLE/CPE.

Rock Solid Returns

A granite deposit from core testing to cash flow — where the rock ends and the enterprise begins. CPE.

Dirt Cheap to Drill Deep

When a hayfield's highest and best use flips to frac-sand extraction — and who at the closing table notices. CLE/CPE.

The Equipment Trap

Appraising Real vs. Personal Property

Why depreciated asset registers can't support market value — USPAP standards, competency, and classification. CLE/CPE.

When Assets Move: Two Different Toolkits

Misclassification that collapses deals — and testimony that fails under Daubert. CLE.

When Real Estate Meets Robotics

Controlled-environment agriculture: adaptive reuse, automation, and the East Coast investment case. CPE.

When Cleanup Becomes the Opportunity

Contaminated & Remediated Properties

Valued by the business they carry, not just the dirt — cost, use, and stigma effects. CLE/CPE.

Hidden Infrastructure

Landfills as Infrastructure Assets

Permitted airspace, tipping-fee economics, and closure obligations — the investor case. CLE/CPE.

The Filthy Rich Underbelly of Waste

Valuing C&D processing hubs while the Northeast runs out of disposal capacity. CPE.

Port Terminal Leases

Where public infrastructure meets private operating risk — cranes, berths, rail, labor, and politics. CLE/CPE.

Navigating the Tides of Marina Valuation

Dry-stack expansions, submerged land leases, and going-concern separation. CPE.

The Secret Economics of Super Yacht Shipyards

Leasehold premiums and fixture-versus-personalty lines in an elite refit yard. CPE.

The Value of Water

Water rights versus water infrastructure — and what owner-users miss until the well runs low. CLE/CPE.

Inland Aquaculture: When Steel Meets Scales

Land-based salmon farming as infrastructure-grade protein production. CPE.

Cross-Cutting

Presenting Complex-Asset Value to a Trier of Fact

Explaining reserves, going-concern value, and specialized equipment to a judge or jury. CLE.

Built for Your Audience

A custom session around the asset types your members actually encounter. Scoped to request.