



January 2012

**Professional Development
Dates to Remember – 2012**

IRWA Courses:

- 505 Advanced Residential Relocation
January 23, 2012
Oklahoma City, OK
- 901 Engineering Plan Development & Application
February 16, 2012
Oklahoma City, OK
- 902 Property Descriptions
February 17, 2012
Oklahoma City, OK
- 604 Environmental Due Diligence & Liability
March 5, 2012
Oklahoma City, OK

JANUARY 2012 MEETING

The Chapter 33 meeting will be held at the Oklahoma Aquarium, 300 Aquarium Drive, in Jenks, OK on Friday, January 20, 2012. Lunch will be served at 11:30 am followed by our program. Our speaker will be Vickie Buchanan, attorney with McAfee & Taft. She will be speaking on Records & Communications, which covers what needs to be considered when running projects and managing people in context of how things are documented and how failures to document property results in liability for the consultants, agents and clients.

Negotiation Tip

Ed Opstein, SR/WA, R/W-NAC, R/W-RAC

How are we communicating?

A software salesman said their product features a "localization background." Politicians use words to generate *feelings*. The tickets you purchased online included a "convenience fee" that was apparently convenient for the seller. What are *you* saying to people?

Communication conveys facts and ideas, but the intent of communicating to *reach agreement* is to find mutual understanding. When right of way people negotiate, their primary task is to transfer and receive information that creates a shared *understanding between the parties*.

When you get ready to meet with someone or are in the process, ask yourself if you are "telling to" or "understanding with" the other person. The answer will either be conflict or a solution. It's your choice!

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Thank you for your service!

Frequently visit the Chapter 33 website
located at www.irwach33.org for useful
information!

**IRWA CHAPTER 33
MINUTES OF MEETING
November 4, 2011**



Message from the President January 2012

We are living in an era of specialization. It's beginning to count more and more to have your certifications and continuing education up to national standards. IRWA gives you an avenue to be on the top of the profession. Congratulations to Chapter 33 members **Tamara Benson** and **Aaron Adkins** who recently completed their certification in Right of Way – Uniform Act Certified (R/W-URAC). Take a look at IRWA career paths, and tailor your professional training to take advantage of what your national organization has to offer.

Hoping your holidays went well, we will have our first meeting of the new calendar year on Friday, 20 January, 2012 at the Aquarium in Jenks, OK. This is a fun venue we haven't visited in a few years, so come enjoy it. Our meeting on March 9, 2012 will be at the Oklahoma City Petroleum Club. More on that later.

The Region 2 Winter Forum will be here before you know it. Reference <http://www.housmanandassociates.com/irwa/info.aspx> for all the details.

If you haven't done so already, please pay your dues. We have a great membership in this chapter, and we would have to lose you!

Thanks,
William J Sanders, R/W-NAC
IRWA Chapter 33 President
Pipeline Committee

"The ability to concentrate and to use your time well is everything if you want to succeed in business – or almost anywhere else for that matter."

Lee Iacocca

President **Williams Sanders** called the meeting to order at 11:50 am. Membership Chair **Sara Wyly** was not in attendance. Treasurer **Aaron Adkins** reported 30 members and three guested for a total of 33 present. Attendees introduced themselves and their guests. The membership discussed the published minutes of the July 29, 2011 and the September 23, 2011 meetings. **Lori Vernon** moved to accept the minutes as shown. **Russell Verba** seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS

TREASURER

Treasurer **Aaron Adkins** reported balances of:
\$54,129.91 in the checking account,
\$32,559.66 (BancFirst) in one CD
\$11,246.30 (BancFirst) in another CD*
\$97,935.87 Total liquid assets

* This CD was formerly with Bank of America and was transferred to BancFirst during the maturity grace period.

MEMBERSHIP

Membership Chair **Sara Wyly** was not in attendance.

EDUCATION

Education Chair **Kevin Stout** was not in attendance.

PROFESSIONAL DEVELOPMENT

Professional Development Chair **Ed Opstein** reported:

IRWA Headquarters hosts monthly webinars for chapter PDC Chairs. Ed handed out a document to members containing frequently asked questions and answers that have resulted from recent webinars.

NOMINATIONS AND ELECTIONS

Nominations and Elections Chair **Joe Coates** was not in attendance.

Williams Sanders instructed chapter members to contact **Joe Coates** if they are interested in committee chair and/or chapter officer positions.

OLD BUSINESS

No old business.

NEW BUSINESS

Steve Benson recommended that the chapter consider donating funds to the Education Foundation.

The guest speaker was **Gene Land** of Universal Field Services, Inc. who gave a presentation on the history of IRWA Chapter 33.

A drawing was held for two \$25.00 door prizes. The winners were **Jessica King** and **Tim Mikles**.

NEXT MEETING

The next meeting is set for:
11:30 am, Friday, January 20, 2012, Oklahoma Aquarium, 300 S. Aquarium Drive, Jenks, OK.

Ed Opstein moved the meeting be adjourned. **Russell Verba** seconded the motion.

Membership approved the motion. The meeting was adjourned at 12:30 pm.

Submitted by:
Aaron Adkins
Chapter 33 Treasurer

NEW MEMBERS

Tarah D. Bates
Chesapeake Midstream

Dennis Box
Williams, Box, Forshee & Bullard, PC

Rick Claborn
Property Acquisition Services

Dana Egli
ONEOK

Bradley Ethridge
Plains All American

Gary White
White Valuation Services

PDC NEWS

Professional development update since our **November meeting**:

Re-Certifications Granted:

John McLish, R/W-RAC - RAC Recertification

Other Applications:

Colin Dubois - Candidate for R/W-NAC application
Julie Rumery - SR/WA Completion Application
Aaron Adkins - URAC Completion Application
Sandra Luegge - URAC Candidacy Application
Billy Gilbert - RWA Candidacy Application

New Credentials Awarded:

John Story - SR/WA Designation
Tamara Benson - URAC Certification
Aaron Adkins - URAC Certification

Congratulations to our members who are pursuing or have accomplished IRWA Credentials!
(If anyone has been missed in this report, I regret and apologize for the inadvertent oversight.)

PDC Update from IRWA –

RE-certification of credentials –

- When *recertifying* your SR/WA Designation or a Certification, if you are using CE (continuing education) earned outside of the IRWA, you must present a “completion certificate” of some kind and not just a confirmation of registration.
- Also, note that the recertification application goes directly to the IRWA HQ and not to your PDC Chair.
- Effective July 1, 2012, for recertification, only IRWA Ethics courses qualify for the ethics credit.
- Remember that one of the best opportunities to gain valuable IRWA CE credits for recertification is at the Annual Education Conference this year in Seattle, WA. Unique programs in every right of way discipline will be offered. You receive 24 credits for attending, you gain a fresh and national perspective of our industry, and you interact with lots of great people.

A colorful and well-designed IRWA Course Catalogue is available online at –
<http://irwa.idigitaledition.com/issues/2/>

If you need a certain class, a convenient online source is
<https://www.irwaonline.org/EWEB/DynamicPage.aspx?Webcode=CSCEventsSearch>

Ed Opstein, SR/WA, R/W-RAC, R/W-NAC
Chapter 33 PDC Chair

“In George Washington’s days, there were no cameras. One’s image was either sculpted or painted. Some paintings of George Washington showed him standing behind a desk with one arm behind his back while others showed both legs and both arms. Prices charged by painters were not based on how many people were to be painted, but by how many limbs were to be painted. Arms and legs are ‘limbs,’ therefore painting them would cost the buyer more. Hence the expression, “Okay, but it’ll cost you an arm and a leg.”

Copied

During the November 2011 IRWA meeting, Gene A. Land presented a brief presentation on the history of Chapter 33. Shown below is a recap of his comments.

IRWA CHAPTER 33 – A Brief History

By Gene A. Land, SR/WA

Frank Balfour, Founder of the original AR/WA, established three main purposes for the Association. These were the development of right of way people through: Education, Cooperation, and Professionalism. One of the most important aspects of our Association is based on unquestionable principles and ethics.

These qualities are best nurtured at the local level through Chapters of the Association and the leaders of those Chapters. Chapter 33 in Oklahoma was formally chartered in Oklahoma City on June 17, 1960 and was a spin-off from Chapter 5 in Kansas City, and was originally in Region 3.

Fred Crane, National Chairman in 1960 (International President) installed our first slate of officers:

President – Ray Barrett, ONG, Tulsa
First Vice President – Charlie Davies, Oklahoma Highway Department
Second Vice President – John Dorchester, Appraiser
Third Vice President – Stanley Tombs, Service Pipeline Co.
Secretary/Treasurer – Glenn Spangler, Gulf Oil
Assistant Secretary/Treasurer – Bill Moore, OG&E

We had 79 Charter Members and would have a joint meeting with Chapter 5 at least once a year. Our meeting would start on Thursday evening with the Board meeting followed by a Happy Hour. The business meeting would be all day Friday.

Early in our Chapter history we had support from the following companies and others:

- Universal Field Services, Inc.
- Texaco, Inc.
- Public Service
- Oklahoma Natural Gas
- Service Pipeline Co.
- Humble Oil
- OKAN Pipeline Co.
- Sinclair Oil & Gas
- Shell Pipeline Corp.
- Oklahoma Highway Department
- Continental Oil Co.
- Warren Petroleum
- Phillips Petroleum
- Gulf Oil Company
- OG&E
- Coates Field Service

We have had numerous International Committee Members and chairs. Some of the Chairs have been John Knecht, Pipeline Committee; John Coates, Pipeline Committee; Steve Benson, Nominations & Elections Committee; Tom Benson, Education Committee; Tamara Benson, Relocation Committee; and Howard Armstrong, Relocation Committee.

Region 2 Chairs included: Charles Morrill, Tom Benson, Tom Hargis, Howard Armstrong, Paula Rueter and Gene Land. We've also had five International Presidents – Fred Crane, Gene L. Land, Tom Benson, Gene A. Land and Alan Wurtz; and five Balfour award winners - Gene L. Land, UFS; John Knecht, ONG; Paula Rueter, MAPCO; Lisa Harrison, Pinnacle and Tamara Benson, UFS.

Other honors Chapter 33 members have earned include:

- Ted Obendorf, Oklahoma Highway Department won the newsletter of the year award in 1973/74.
- John Coates won the Mark Green award in 1982.
- Tom Benson won the Y T Lum Award in 1984.
- Lisa Harrison, Region 2 Professional of the Year, 2005
- Kevin Stout, Region 2 Professional of the Year, 2008
- Tamara Benson, Region 2 Professional of the Year, 2010
- Tom Benson, Lifetime Achievement Award, 2004
- Howard Armstrong, Lifetime Achievement Award, 2005

In 1976 when the Education Foundation was established, Chapter 33 recognized its importance and has contributed in significant ways on a Chapter level and a membership level.

We have had many good years with membership as high as 200+. However, in 1977 we lost 22% of our membership. That was also a very lean year for our Association, but our vitality returned. A basic truth is that the more members of the Chapter involved in the Association's work on the local level, the more it becomes their organization and everyone wins.

I will close with this thought: The heart, the vitality of the Association, lies with the individual Chapters. This is where the muscle is. It's in the local Chapter meetings that an idea is sparked that becomes a movement and can benefit the lives of us all. The Chapter is where it's happening.

At your next Chapter meeting, take a guest who might become a member. You'll both be glad!!!

Now that we've looked at the past, let's look to the future. Keeping in mind our organization's strength is on the Chapter level, we must remember to keep pace with current business and other technological practices, as well as being able to meet the needs of our members. Education, Membership, Service and Professionalism are key elements to the success of our Association and our personal lives.

In order to get younger people into our Association, we must maintain and enhance a program that constantly presents the best educational material in the most efficient manner at the most economical cost. We must constantly seek new methods to entice the right of way agents in the profession who are not yet members.

To sell the potential member on our Association, we must furnish our services to them in a timely, accurate and beneficial manner. Along with promoting the profession, it is the responsibility of each and every one of us that calls "right of way" a career, to develop their passion for this chosen field. The individual member is the best marketing tool for the Association when they show the internal fire for their profession.

So remember, bring a guest to the next meeting.

EDUCATION

IRWA CHAPTER 33 2012 EDUCATION COURSE DATES			
COURSE	NO. DAYS	DATE	LOCATION
505 Advanced Residential Relocation	1	January 23, 2012	Oklahoma City
901 Engineering Plan Development & Application	1	February 16, 2012	Oklahoma City
902 Property Descriptions	1	February 17, 2012	Oklahoma City
604 Environmental Due Diligence & Liability	1	March 5, 2012	Oklahoma City
303 Managing the Consulting Process	2	April 2-3, 2012	Oklahoma City
406B 7 Hour National USPAP	1	April 23, 2012	Oklahoma City
103 Ethics and the R/W Profession	1	September 10, 2012	Oklahoma City
205 Bargaining Negotiations	2	October 15-16, 2012	Oklahoma City
802 Legal Aspects of Easements	1	November 5, 2012	Oklahoma City

THANKS TO OUR ADVERTISERS!

If you are interested in advertising in the 2012 series of Chapter 33 Newsletters, please remit a check for \$75.00 made payable to IRWA Chapter 33 to Aaron Adkins, R/W-NAC, R/W-RAC, Pinnacle Consulting Management Group, Inc., 5534 N. Western Avenue, Suite 3, Oklahoma City, OK 73112.

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