



September 2011

**Professional Development
Dates to Remember – 2011**

IRWA Courses:

- 104 Standards of Practice for the R/W Professional
Oklahoma City, OK
September 12, 2011

- 100 Principles of Land Acquisition
Oklahoma City, OK
September 19 – 22, 2011

- 402 Introduction to the Income Capitalization
Approach
Oklahoma City, OK
November 7, 2011

SEPTEMBER MEETING

It's time for the annual Sooner Classic Golf Tournament. The September meeting will be on Friday, September 23rd, 2011 at the Cushing Country Club in Cushing, OK.

The shotgun start will be at 9:00 am. After golf, we will have lunch along with the Chapter meeting. Please join us for a free lunch.

Negotiation Tip

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

Leave so you can come back

No matter where you're at in the negotiation process, when you leave the other person you must do your best to set the stage as positive from your "side of the table." No matter how objectionable the other party has been, it's to your advantage in the business relationship to end a negotiation session demonstrating decency, openness, and a problem-solving attitude.

The moment you feel you can't continue with those qualities, stop the discussion and set a time to get together again. We all get tired, stressed, or angry. If you sense those feelings, take a break or you'll create a situation that will take a long time to fix, if it can be resolved. If the other person creates the problem, at least you've stayed professional and did your best. Good luck!

"Don't waste your life in doubts and fears: Spend yourself on the work before you, well assured that the right performance of this hour's duties will be the best preparation for the hours or ages that follow it."

Ralph Waldo Emerson

"It is not work that kills men, it is worry. Work is healthy; you can hardly put more on a man than he can bear. But, worry is rust upon the blade. It is not movement that destroys the machinery, but friction."

Henry Ward Beecher

**SOONER CHAPTER 33
2011 - 2012 OFFICERS & DIRECTORS**

President: **William Sanders, R/W-NAC**
Explorer Pipeline Co.
P.O. Box 2650
Tulsa, OK 74101-2650
(918) 493-5160
Fax: (918) 493-5125
E-mail: wsanders@expl.com

Vice President:
Lori Vernon, SR/WA, R/W-RAC
Universal Field Services, Inc.
P.O. Box 35666
Tulsa, OK 74153-0666
(918) 494-7600
Fax: (918) 494-7650
E-mail: lvernon@ufsrw.com

Treasurer: **Aaron Adkins, R/W-NAC,
R/W-RAC**
Pinnacle Consulting Management
Group, Inc.
5534 N. Western Ave., Suite 3
Oklahoma City, OK 73112
(405) 879-0600
Fax: (405) 879-0474
E-mail: aadkins@pinnaclegroup.biz

Secretary: **Sara Wyly, SR/WA, R/W-RAC**
Universal Field Services, Inc.
P.O. Box 35666
Tulsa, OK 74153-0666
(918) 494-7600
Fax: (918) 494-7650
E-mail: swyly@ufsrw.com

**Director
One Year:** **Kevin Stout, SR/WA**
Oklahoma DOT
200 N.E. 21st Street
Oklahoma City, OK 73105
(405) 521-2661
E-mail: kstout@odot.org

**Director
Two Year:** **Alex Souder, SR/WA**
Pinnacle Consulting Management
Group, Inc.
5534 N. Western Ave., Suite 3
Oklahoma City, OK 73112
(405) 879-0600
Fax: (405) 879-0474
E-mail: asouder@pinnaclegroup.biz

COMMITTEE CHAIRS

Membership: **Sara Wyly, SR/WA, R/W-RAC**
Universal Field Services, Inc.
P.O. Box 35666
Tulsa, OK 74153-0666
(918) 494-7600
Fax: (918) 494-7650
E-mail: swyly@ufsrw.com

Professional Development:
**Ed Opstein, SR/WA, R/W-RAC,
R/W-NAC**
Universal Field Services, Inc.
P.O. Box 35666
Tulsa, OK 74153-0666
(918) 494-7600
Fax: (918) 494-7650
E-mail: eopstein@ufsrw.com

Education: **Kevin Stout, SR/WA**
Oklahoma DOT
200 N.E. 21st Street
Oklahoma City, OK 73105
(405) 521-2661
E-mail: kstout@odot.org

Nominations & Elections:
Joe Coates
Coates Field Services, Inc.
4800 N. Santa Fe Avenue
Oklahoma City, OK 73118
(405) 528-5676
Fax: (405) 557-0433
E-mail: joe@coatesfieldservice.com

Newsletter Editor:
Steve Benson, SR/WA
Universal Field Services, Inc.
P.O. Box 35666
Tulsa, OK 74153-0666
(918) 494-7600
Fax: (918) 494-7650
E-mail: sbenson@ufsrw.com

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
Ted's Café – Oklahoma City, OK
July 29, 2011**



Message from the President September 2011

We are fortunate for many years heretofore to have a succession of dedicated, knowledgeable members who were willing to volunteer their time to lead this chapter. Congratulations again to **Alex Souder**, who completed a successful year as last year's president of our chapter. He is enjoying a well-deserved break in officer duties (although he is not completely free yet).

As a word of introduction, I am an attorney for a pipeline company headquartered in Tulsa. My duties include all things Right-of-Way from a legal perspective—drafting easements, negotiating with landowners, condemnation actions, real estate law and the like. In addition to being active in this chapter, I also participate in the IRWA Pipeline Committee on a regular basis, as I know some of you do as well.

My philosophy in leading this chapter as president for this year is "if it ain't broke, don't fix it". The input we have received over the past few years is that the membership is content with the way the chapter is run. Unless I hear otherwise from you, I plan to make no sweeping changes.

I look forward to this year, starting with the annual golf outing September 23rd. Hope to see you there. And remember, your goal at the golf outing is to make the chapter president look good!

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

Work spares us from three evils: boredom, vice and need."

Voltaire

President **William Sanders** called the meeting to order at 11:45 am.

Membership Chair **Sara Wyly** reported 30 members and three guests for a total of 33 present. Attendees introduced themselves and their guests.

The membership discussed the published minutes of the May 14, 2011 meeting. **Kevin Stout** moved to accept the minutes as shown. **Lori Vernon** seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS

TREASURER

Treasurer, **Aaron Adkins**, reported balances of:
\$ 62,338.36 in the checking account,
\$ 11,238.72 in one CD, and
\$ 32,142.35 in another CD for total liquid assets of
\$ 105,719.43 for the chapter.

MEMBERSHIP

Membership Chair, **Sara Wyly**, reported the Chapter has **six** new applicants:

- **Jerry Skidgel** of Skidgel Land Services, Pawnee, OK
- **Josh Caldwell**, Enogex LLC, Oklahoma City
- **Paul J. Koenig**, Smith Roberts, Oklahoma City
- **Ashlee Simmons**, Pinnacle, Oklahoma City
- **Sharon Peck**, Williams Companies, Tulsa
- **Isaac Cretsinger**, Global Land Partners, Norman

One Transfer:

- **Doug Benson**, Universal Field Services, Tulsa transferring in from Arizona

Sara Wyly moved to approve the new applicants. **Lori Vernon** seconded the motion. The applicants were approved as members of Chapter #33.

EDUCATION

Education Chair, **Kevin Stout**, reported:

- Class 104 will be hosted Sept. 12, 2001 in OKC and 25 chapter members can receive this class at no cost.
- Kevin will look into scheduling the SR/WA study session if needed.
- Principles of Land Acquisition (4 day class) is currently being scheduled.

PROFESSIONAL DEVELOPMENT

Professional Development Chair, **Ed Opstein**, reported:

Recertifications Granted:

- **Amanda Murrell, R/W-RAC** – RAC Recertification
- **Sasha Jbara, R/W-RAC** – RAC Recertification
- **Michael Martin, SR/WA, R/W-NAC, R/W-RAC** – SR/WA and RAC Re-certifications
- **Sean Harrison, SR/WA, R/W-RAC, R/W-NAC** – NAC Recertification
- **Larry Guthrie SR/WA, R/W-AMC** – SR/WA Recertification

Re-Certification Application:

- **Joseph Engel, SR/WA, R/W-RAC** – RAC Recertification submitted

Certification Application:

- **Jessica King** – SR/WA application

PDC NEWS FROM IRWA

A new program of IRWA offers a PDC Webinar on the 1st Tuesday of every month from August through December. The time is 8 am Pacific Daylight Time. PDC members and Chapter Officers are welcome to attend but there are no limitations on others attending that are known at this time. The link to sign in and other link information will be sent to Chapter Officers.

This is probably prompted by some considerable ambiguity in how new credentials programs are operating, including requirements and procedures. These webinars will hopefully facilitate a better understanding through all Chapters.

NOMINATIONS AND ELECTIONS

Nominations and Elections Chair, **Joe Coates**, was not present. **Bill Sanders** advised all attending that **Kevin Stout** would be running for Region 2 Secretary. Kevin handed out brochures and spoke to the membership on why he wanted to run for this position.

OLD BUSINESS

- Region 2 Refresher Seminar in College Station, TX scheduled for Aug. 10-12th
- **Lori Vernon** advised Chapter 33 donated \$5,000 to the Red Cross to be split between OKC and Tulsa Regions
- **Sara Wyly** advised membership of the scholarship awardees: Rachael Vernon and Kelly Sokolosky in the amount of \$1,250.00 each.
- **Bill Sanders** spoke regarding the installation banquet at Remington Park. **Kevin Stout** explained that he has been in negotiations with Remington to get a refund and possibly a 50% discount if we hold next year's installation banquet there.

NEW BUSINESS

- **Bill Sanders** advised that our website hosting service contract was almost up for renewal and he advised membership that the Board has authorized him to change to a new service provider that will be more user friendly, if necessary.
- **Bill Sanders** advised that he has received the Honorarium reports for our Chapter and they will be forwarded to the Board for review.
- **Sara Wyly** advised membership that the Annual Golf Tournament date has been changed to September 23, 2011 with a shotgun start at 9:00 am.

A drawing was held for two \$25.00 door prizes. The winners were **Trevor Smith** and **Brittany Branscum**.

NEXT MEETING

Time: after the golf tournament

Date: Sept. 23, 2011

Facility: Cushing Country Club

Address: 4615 E. 9th St.

City/State: Cushing, OK

Sara Wyly moved the meeting be adjourned. **Russell Verba** seconded the motion. Membership approved the motion. The meeting was adjourned at 12:20 pm.

Submitted by:

Sara Wyly

Chapter 33 Secretary

New Member Application

Patrick Benson
Universal Field Services, Inc.

Dennis Box
Williams, Box, Forshee & Bullard, PC

Cody Halterman
Cherokee Nation

Barton Waits
Universal Field Services, Inc.

A Little Humor...

Aren't the 'good things that come to those who wait' just the leftovers from the people that got there first?

It's not the pace of life that concerns us; it's the sudden stop at the end.

No man ever injured his eyesight by looking on the bright side of things.

Friends are chocolate chips in the cookie of life!

Far too many people spend their lives reading the menu instead of enjoying the banquet.

PROFESSIONAL DEVELOPMENT

REMINDER TO ALL MEMBERS: As of January 1, 2012, there will be new SR/WA Comprehensive Exams that are expected to be more difficult and have a shorter time to complete. That means people should consider taking the SR/WA Study Session Chapter 33 plans to put on in December and take the exams then or earlier. Also, effective July 1, 2012, only IRWA Ethics courses 103 or 104 will be approved for the recertification ethics course requirement.

We would like to announce that **C.E. Crozier, R/W-RAC** received his re-certification in August. Congratulations on a job well done!

IRWA CHAPTER 33 2011 EDUCATION COURSES				
	COURSE	NO. DAYS	DATE	LOCATION
104	Standards of Practice for the R/W Professional	1	09/12/2011	Oklahoma City
100	Principles of Land Acquisition	4	09/19 - 09/22/2011	Oklahoma City
402	Introduction to the Income Capitalization Approach	1	11/07/2011	Oklahoma City
	SR/WA Study Session	2	12/08 – 09/2011	Oklahoma City

IRWA CHAPTER 33 TENTATIVE 2012 EDUCATION COURSE DATES				
	COURSE	NO. DAYS	DATE	LOCATION
505	Advanced Residential Relocation	1	January 2012	Oklahoma City
303	Managing the Consulting Process	2	March 2012	Oklahoma City
604	Environmental Due Diligence & Liability	1	May 2012	Oklahoma City
103	Ethics and the R/W Profession	1	September 2012	Oklahoma City
205	Bargaining Negotiations	2	October 2012	Oklahoma City
802	Legal Aspects of Easements	1	November 2012	Oklahoma City

A Little Bit of History

Early politicians required feedback from the public to determine what was considered important to the people. Since there were no telephones, TV's or radios, the politicians sent their assistants to local taverns, pubs, and bars and were told to "go sip some ale" and listen to people's conversations and political concerns. Many assistants were dispatched at different times. "You go sip here", and "You go sip there". The two words "go sip" were eventually combined when referring to the local opinion and thus we have the term "gossip".

At local taverns, pubs, and bars, people drank from pint and quart sized containers. A bar maid's job was to keep an eye on the customers and keep the drinks coming. She had to pay close attention and remember who was drinking in "pints" and who was drinking in "quarts", hence the term "minding your P's and Q's".

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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