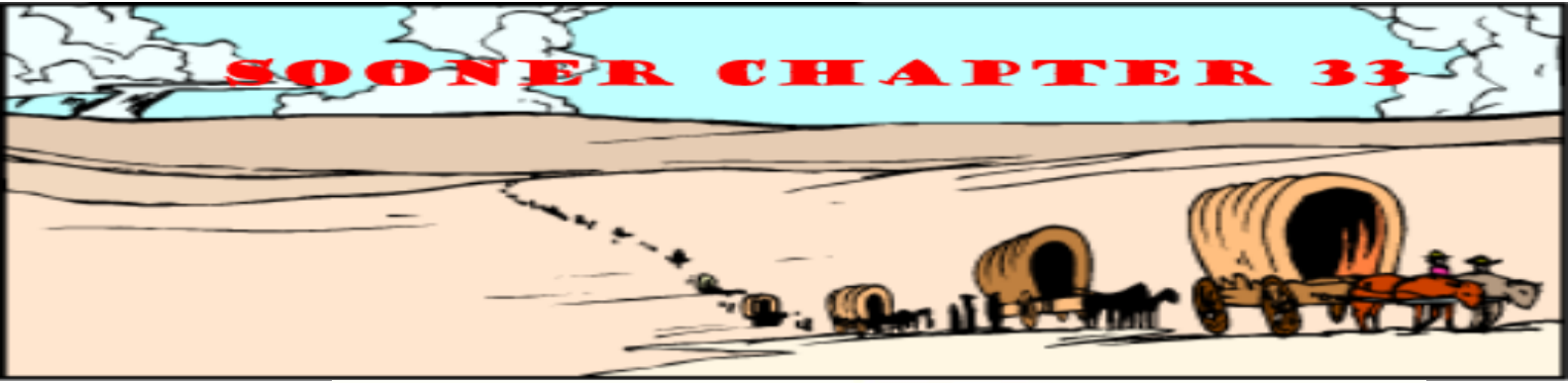


SOONER CHAPTER 33



IRWA

INTERNATIONAL RIGHT OF WAY ASSOCIATION

January 2011

JANUARY MEETING

DATES TO REMEMBER – 2011

- 504** ***Computing Replacement Housing Payments***
January 18 – 19, 2011
Oklahoma City, OK

- 900** ***Principles of Real Estate Engineering***
February 9, 2011
Tulsa, OK

- 421** ***The Valuation of Partial Acquisitions***
February 28 – March 3, 2011
Oklahoma City

- 803** ***Eminent Domain Law Basics***
April 4 – 5, 2011
Oklahoma City

The January meeting of Sooner Chapter 33 will be held at the Hard Rock Hotel & Casino on Friday, January 21st, 2011, at 11:30 a.m. in the Deer Room. Lisa Harrison, SR/WA, R/W-NAC, R/W-RAC, R/W-URAC, International Executive Secretary will be giving a presentation on the “State of the Union” for IRWA as well as talk about task force activities related to specialties and education.

Negotiation Tip

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

That much?

There’s an old joke about a little boy who goes to his busy mom and asks if she can answer a question. She gently tells him how busy she is at the moment and

suggests he ask his dad who is on the couch with the newspaper. The little boy pauses and looks at her, and then he says, “but I don’t want to know that much!”

Sometimes we don’t want to negotiate because we don’t want to do “that much” to reach agreement. It seems easier to give in, split the difference, ignore the problem, or create more conflict to get our way. If there is no continuing relationship after your contact with the other party, those approaches might be reasonable. But, if the issue is important and the relationship lasts longer, practical negotiation is a good investment. It’s not “that much!”

Life Before the Computer...

- *Memory was something that you lost with age*
- *An application was for employment*
- *A program was a TV show*
- *A cursor used profanity*
- *A keyboard was a piano*
- *A web was a spider’s home*
- *A virus was the flu*
- *A CD was a bank account*
- *A hard drive was a long trip on the road*
- *A mouse pad was where a mouse lived*

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Please frequently visit the Chapter 33 website located at www.irwach33.org for useful information.



Message from the President January 2011

Hello Sooner Chapter 33 Members:

We had an excellent meeting in November at the County Line Bar B Que in OKC. Over 30 members attended and we had an informative presentation on pipeline facility property taxation by Michael Kemp of Conoco Phillips. We also had good dialogue about our new Scholarship Program development including locating 3 of 4 volunteers for the committee, Sara Wyly, Ray Roman and JoAnne Harris.

The Board and I are finalizing the draft of the Scholarship Program and will present it to the membership for review and comment at our January 21 meeting at the Hard Rock in Tulsa. We will be voting as a Chapter to approve the program at our March meeting. I cannot stress enough how great I think this measure is for our members and look forward to the implementation over the next few months so we will have our first proud recipients for the 2011/12 school year.

I do have some disappointing news to share with you. Unfortunately our current Secretary, Ray Roman, has chosen not to renew his membership and has resigned from the position. Mr. Roman has moved away from right of way as a career and started his own real estate business in Kingfisher, Oklahoma. Please join me in wishing him well. I have appointed an excellent replacement as Secretary and the Board has voted to approve the appointment of Mr. Aaron Adkins, R/W-NAC, R/W-RAC. Mr. Adkins is a Senior Level Acquisition and Relocation Assistance Agent with The Pinnacle Group. He has agreed to serve pro tem until elections are held again this spring. Please join me in welcoming Aaron to the Board. He will be a tremendous asset to us in finishing out this annual campaign.

I hope you all enjoyed the holidays with your friends and family. The holiday time always seems a little more stressful in the right of way business because deadlines still exist and everyone has tons of schedule conflicts.

That being said, it always seems to work out and everyone comes back in January with a re-charged battery and a renewed sense of fortitude to tackle the challenges that lie ahead in the coming year. I wish the best for all of you as we embark on 2011.

Don't forget to attend our January 21 meeting at the Hard Rock in Tulsa. It promises to be an exciting atmosphere to hold a meeting as well as a preview for those of you who plan to attend the Region 2 Winter Forum. Lisa Harrison, SR/WA, R/W-NAC, R/W-RAC, International Executive Secretary, has agreed to give a presentation on the "State of the Union" for IRWA as well as talk about task force activities related to specialties and education.

I look forward to seeing everyone January 21!

Alex Souder, SR/WA
Chapter 33 President

IRWA CHAPTER 33 MINUTES OF MEETING County Line BBQ, Oklahoma City 5 November 2010

President **Alex Souder** called the meeting to order at 12:20 p.m. VP **Bill Sanders** took the minutes. Attendees introduced themselves and their guests. The membership discussed the published minutes of the 24 September 2010 meeting. **Joe Coates** moved to accept the minutes as shown. **Judy Strout** seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS

Treasurer

Treasurer, **Lori Vernon**, reported balances of \$46,673.56 in the checking account, \$32,142.35 in one CD, and \$11,223.83 in another CD for total liquid assets of \$90,039.74 for the chapter

Membership

Membership Chair, **Sara Wyly**, reported **Treavor Smith** received his membership certificate.

All new applicants listed in the October newsletter were submitted and approved. **Lori Vernon** made the motion, and **Joe Coates** seconded. The vote on the floor was unanimous in favor of accepting the new members.

Education

Education Chair, **Kevin Stout**, reported: The September free ethics course was completed. We plan to repeat next September. Courses coming up include C800, C421 and C506.

Nominations and Elections

Nominations and Elections Chair, **Joe Coates**, requested volunteers for the newly formed Scholarship Committee. Volunteers could not have a relative eligible for a scholarship. **Sara Wyly, JoAnne Harris, Bryan Young, and Ray Roman** volunteered.

Old Business

Kevin Stout gave a report on the preparations for the Winter Forum to be held February 12 – 14, 2011. All is in order and ready to go.

Guest Speaker was **Michael Kemp** of Conoco Phillips who discussed pipeline facility property taxation. A short period of questions and answers followed the presentation.

A drawing was held for two \$25.00 door prizes. The winners were **Diana Barlow** and **Bob Anderson**.

The next meeting is set for:
11:30 a.m.
21 January 2011
Hard Rock Cafe
Tulsa, OK

Sally Johnson moved the meeting be adjourned. **Sara Wyly** seconded the motion. Membership approved the motion. The meeting was adjourned at 1:30 p.m.

Attest:

Chapter Vice-President

William J Sanders

New Member Application

New members since the October 2010 newsletter are:

Gene B. Gurganus
US Army Corps of Engineers – Tulsa District

Brady L. Jones
Chesapeake Midstream

Treasurer's Report

As of January 14th, 2011, the Treasurer's report is as follows:

| | |
|----------|---------------------|
| Checking | \$ 58,853.89 |
| CD #1 | 32,142.35 |
| CD #2 | <u>11,227.59</u> |
| Total | <u>\$102,223.83</u> |

NOTE: There has been an increase of \$12,184.09 since the November newsletter.

Professional Development –

These have been “interesting times” for our industry and for us as professionals. One thing remains constant, and that is the importance of professional development in one's career. The IRWA has designed a new and easier to navigate website providing a great deal of information on right of way education and credentials. Check it out at www.irwaonline.org. A couple of key pages on that site are the pages with links to the new guide books on IRWA's revised credentials programs.

The programs offer two basic approaches – the generalist and the specialist. The generalist system is a process in which a person can achieve certain credentials based on their level of experience and general skill and education interests. Specific guidance can be found at –

<http://www.irwaonline.org/eweb/dynamicpage.aspx?site=IRWA2010&webcode=generalist>

The “specialist” program is for those who want to pursue a unique expertise in right of way such as appraisal, environmental, relocation assistance, and other specialties. More information on this system/program can be found at - <http://www.irwaonline.org/eweb/dynamicpage.aspx?site=IRWA2010&webcode=specialist>

Please note that you can earn credentials in both systems. If you're fairly new in the business, you can earn certifications in the generalist program that require less experience as you pursue other and perhaps higher level credentials in the specialist program. Also, keep in mind that in the generalist program you can pick up valuable certifications on the way to the SR/WA.

Some of the people in Chapter 33 who are on the way in their professional career are:

John Story, III who challenged and passed C400 and the following people who have become candidates for the SR/WA – **Mark List, Richard Park, Julie Rumery, Wesley Smith, and Russell Verba**. Our Chapter President **Alex Souder**, SR/WA, R/W-RAC has recertified his RAC Certification. Also, **Lisa Harrison**, SR/WA, R/W-NAC, R/W-RAC and member of the International Executive Committee achieved and received the new R/W-URAC Certification. *Congratulations to all of you as you “raise the bar” in performing for our industry!*

(p.s. don't forget to plan ahead for re-certification of your credentials! The deadline can suddenly appear.)

Ed Opstein, SR/WA,
Chapter 33, PDC Chair
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**IRWA CHAPTER 33
2010 - 2011 EDUCATION COURSES**

| COURSE | NO. DAYS | DATE | LOCATION |
|--|-----------------|--------------------|-----------------|
| 504 Computing Replacement Housing Payments | 2 | 01/18 – 19/2011 | Oklahoma City |
| 900 Property Descriptions | 1 | 02/09/2011 | Tulsa |
| 421 The Valuation of Partial Acquisitions | 4 | 02/28 – 03/03/2011 | Oklahoma City |
| 803 Eminent Domain Law Basics | 2 | 04/04 – 05/2011 | Oklahoma City |
| 506 Advanced Business Relocation | 2 | 04/18 – 19/2011 | Oklahoma City |
| 603 Environmental Contamination in Real Estate | 1 | 05/09/2011 | Oklahoma City |
| 104 Standards of Practice for the R/W Professional | 1 | 09/12/2011 | Oklahoma City |
| 402 Introduction to the Income Capitalization Approach | 1 | 11/07/2011 | Oklahoma City |

THANKS TO OUR ADVERTISERS!

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