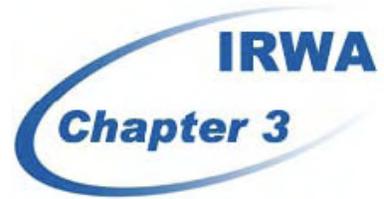


The award-winning
Beaver Tales



BEAVER STATE CHAPTER 3 – SINCE 1950

OREGON–SW WASHINGTON

October 9, 2009 – Chapter Meeting
>>>> JACKPOT IS NOW \$150<<<<<

To be eligible for the JACKPOT, you must make a lunch reservation, be a member, and be present!!

ERNESTO's
8544 SW Apple Way
Portland, Oregon 97225

Take I-5 to 217, take Beaverton exit, east on
Beaverton Hillsdale Hwy (just west of AAA bldg)
then right into the shopping center. Lots of parking!!

Board Meeting*: 10:30
am
Meeting: 12:00 noon

**All members welcome. Ernesto's requests that we
not arrive until 10:30 AM*

Ernesto's Italian Buffet

Pizza, Pasta, Fish, Veggies,
Salad Bar, and
Non-Alcoholic Beverage
-----> \$12 <-----



**ELECTRONIC
MEETING
REMINDER**

Would you like an e-mail reminder for
the next chapter meeting??

CONTACT

Meeting Coordinator Kayla Gutierrez
KaylaGutierrez@epicland.com

SPEAKER:



**Conflict Management:
How to Stay Cool in the Heat of Conflict**

Luncheon Speaker: Carol L. Brooks, SR/WA

**Don't miss this opportunity to learn from one
IRWA's best!**

**Meal Reservations due
October 7 2009**

Clark Co: Pam Mason
(360) 397-6118 x4376
(360) 759-5284 fax

All Others: Kayla Gutierrez
(503) 213-3974

KaylaGutierrez@epicland.com



**John Hooson
Lost \$125 because he wasn't present at
the August Meeting!!**

**Glenn Bridger won the consolation
prize of a free hat.**





THE PREZ SEZ

Building A New Culture

The sight of a child, or grandchild, should remind us that tomorrow is around the corner. Was it not that long ago when the Boomers and older were inheriting the world?

When us Senior Citizens were up and coming, we shaped the world the way we thought we wanted it to be. Our standards. Our ideals. Our way of thinking and pursuing. We had the assistance of mentors; our seniors; our friends with experience who let us build our future on their backs.

As a person who just received his Medicare Card (for you in the younger generations, that means I turned 65) I enjoy being a teacher or mentor where I can help those newer to the profession shape their world. I also enjoy my new grandson, as well as the new faces at work and the new people in our profession.

Chapter 3 is about to celebrate 60 years; the first IRWA Chapter outside of California. Our focus, as with any anniversary, should be more about the future than the past.

Attention, all of you with less than 20 years in the Right of Way Profession! What do you want your profession to look like next year, or 10 years from now? To show that change is underway right now, let me reflect upon the past 20 years.

1. *The way we carry out our profession.* Twenty years ago we were learning about email, spread sheets, and databases. GIS was a real infant at that time, and has grown to give us a fantastic way to understand our records.
2. *The way our profession is viewed by others.* External licensing came to appraisers 20 years ago. Appraisers, negotiators, and lawyers have come under increasing scrutiny. The Kelo decision has brought legal backlash to the back bone of our work, the power of eminent domain.

3. *The way we govern our profession.* IRWA has emerged over the past 20 years as the focal point of the many disciplines (other than appraisers) that comprise the profession. Changes in the way of governing profession have taken place, and more will take place. We are a part of a “Brand Name” with growing respect.

Did you live these stories? If not, the time is now for you to live the stories of the future. Map out how you will create the future.

- Learn the “why” of what you do. Then create even better ways to do it.
- Speak positively about how our profession creates the foundation for our community, bringing jobs and sustainability. Act internally to improve the way our profession works.
- Learn the value of a professional organization. Then step forward to be a part of that organization. Yes, that means your own Chapter 3. Let your officers know that you are ready to be an active part of the future.

And those of us who are in our mentoring years? ***We need to get out of their way***, and help them give us a new IRWA. Yes, we will fill roles to keep Chapter 3 healthy and growing. But we want you to raise your hand and say “I will be a part of Chapter 3”.

Glenn

This is a repeat as Glenn is unavailable -- but wherever he is, we hope he's having a good time.

**Beaver State Chapter 3, International Right of Way Association
Board Meeting Minutes for September 11, 2009
Ernesto's Restaurant – 8544 SW Apple Way, Portland, Oregon**

Call to Order: President Glenn Bridger called the meeting to order at 10:45 a.m.

Determination of Quorum: Secretary Matt Gossett, determined that a quorum is present with proxies.

Members Present at Board Meeting: Glenn Bridger, President; Steve Planchon, Vice President; Matt Gossett, Secretary; Evar Knudtson SRWA; Carl Toland SRWA; Jerry Swan SRWA, Kari Lowe; Regina Thompson; Pam Mason, Marta Goosey and Julie Andrade.

Proxy Votes: Glenn Bridger for Patti Denman, Pat Hinds and Teresa Talbott. Carl Toland for Carol Judd.

OFFICER AND MEMBERSHIP REPORTS

President's Report: President Bridger states that the Chapter has recently lost its President-Elect and Newsletter Editor and soon, Evar Knudtson to retirement. The incoming President will need to fill those newly vacated positions immediately. Continuing his message from last month, Bridger suggests that the Chapter must look to the future for not only ideas but people as well.

President Bridger also states that at the Spring Forum the Chapter will be celebrating its 60th anniversary. This event will be held at the Red Lion Hotel the last week of March.

Approval of August 14, 2009 Minutes: Jerry Swan motions that the minutes be accepted as written with a second by Carl Toland. Motion carries.

A change is suggested in the minutes for May 8, replacing "Quicken" with "Quick Books." A motion was heard by Marta Goosey to accept the minutes from May as changed, seconded by Jerry Swan, motion carries.

Treasurer's Report: Kari Lowe gives her report to the Chapter. President Bridger states that if the Board can not get through all of the budget items before the general meeting, an email motion will suffice for the balance of budget items.

It would appear that there is an outstanding invoice to our webmaster for a sum of \$1,000.00 which means the Chapter is over budget on that particular line item. Kari motions that the Chapter pay Robert Hadden's invoice which was seconded by Marta Goosey. The motion carries.

Budget Revisions:

Website	\$6,000
Birthday celebrations/Spring Forum	\$1,000
Fall Forum	\$1,600 (for two participants)
Treasurer expense (electronic check processor)	\$600

There is a suggestion, not a motion, to have the general and education reports together and consolidated but not merged for future meetings.

A motion was heard by Steve Planchon to authorize the internal transfer of funds. The motion was seconded by Evar Knudtson.

Steve Planchon motions to clarify the intent of the Board from the July minutes to subsidize 50% for all costs associated with membership for courses and facility fees capping the number at \$30,000. The motion was seconded by Evar Knudtson and carried unanimously.

The Chapter audit has been set for October 24th at 9 am at the Woodburn Firehouse.

Membership Report: Pam Mason gives her report and states that there is one new member, Emily Breckenridge from PDC. Three other membership applications were named including Pamela Simleness, Deborah Timms Bohannan and Ernest Estes. A motion was heard to approve the membership applications by Pam Mason and seconded by Steve Planchon. The motion passed unanimously.

Education Program: Carol Judd is on vacation. The Chapter is asked to encourage registration for Course 400. We also have revised registration forms and most other courses are at or near capacity.

Fall Forum: The Chapter indicates that Pam Mason and Matt Gossett are potential candidates to represent Chapter 3 at the Fall Forum in Billings, Montana. A motion is heard from Jerry Swan that Pam Mason and Matt Gossett be nominated as Directors. The motion is seconded and carries unanimously.

President Bridger motions that if a third person is to attend the Fall Forum, that the Chapter budget is adjusted by another \$800 (budget item 14.3). The motion is seconded and carried.

OLD BUSINESS:

Webpage Activities: Chapter 3 has a new website under construction which looks great. Our webmaster Robert Hadden is doing a great job. We will need to vigorously advertise our new web address.

NEW BUSINESS:

Secretary Matt Gossett suggests that the minutes be distributed to the Board in a timely fashion, say a week to 10 days from the meeting in an effort to expedite the ratification of minutes at the Board meeting.

Professional of the Year Award nominations should be addressed to Evar Knudtson.

ADJOURNMENT: President Bridger, adjourned the Board meeting at 12:00 PM.

Respectfully Submitted,
Matt Gossett, Secretary,
IRWA Beaver State Chapter 3

Miscellaneous:



UPCOMING AUDIT

We have scheduled the next financial audit for Chapter 3 on Saturday, October 24 at the [Woodburn Firehouse](#). The audit will begin at 9:00 am and is scheduled to finish shortly after noon. No financial experience is needed, nor is a math background required. Members bring their favorite “potluck type” foods, and we check numbers and eat. Besides being an opportunity to learn about the agency’s finances, it is fun too!

POSITION WANTED:

Right of Way Agent/Landman position desired. Professional landman with 3 years of experience in acquiring land and running title seeks position in the Pac NW. Willing to work as employee or 1099. Currently working in North Louisiana, but will move at my own expense. Hard working, friendly, knowledgeable & dependable. Contact Lee Angers at 337-412-0453.

CREATIVE PUNS FOR EDUCATED MINDS

1. The roundest knight at King Arthur's round table was Sir Cumference. He acquired his size from too much pi.
2. I thought I saw an eye doctor on an Alaskan island, but it turned out to be an optical Aleutian.
3. She was only a whiskey maker, but he loved her still.
4. A rubber band pistol was confiscated from algebra class because it was a weapon of math disruption.
5. The butcher backed into the meat grinder and got a little behind in his work.
6. No matter how much you push the envelope, it'll still be stationery.
7. A dog gave birth to puppies near the road and was cited for littering.
8. A grenade thrown into a kitchen in France would result in Linoleum Blownapart.
9. Two silk worms had a race. They ended up in a tie.
10. Time flies like an arrow. Fruit flies like a banana.
11. A hole has been found in the nudist camp wall. The police are looking into it.
12. Atheism is a non-prophet organization.
13. Two hats were hanging on a hat rack in the hallway. One hat said to the other, "You stay here; I'll go on a head."
14. I wondered why the baseball kept getting bigger. Then it hit me.
15. A sign on the lawn at a drug rehab center said: "Keep off the Grass."
16. A small boy swallowed some coins and was taken to a hospital. When his grandmother telephoned to ask how he was, a nurse said, "No change yet."

LOOKING AHEAD



OCTOBER 2009

October 7-8
C-205 Bargaining Negotiations
Portlander Inn
Emmy.R.Jenson@ci.eugene.or.us

October 8
Chapter Meeting
Ernesto's

KaylaGutierrez@epicland.com

October 20-23
C-100 Principles of Land Acquisition
Portlander
Kari.Lowe@hdrinc.com

October 24, 2009
Financial Audit & Potluck
9 a.m. to Noonish
[Woodburn Fire Department](#)
1776 Newberg Hwy
Woodburn, OR

NOVEMBER 2009

November 3-4
C-400 Principles of Real Estate
State Appraisal
Portlander
Kari.Lowe@hdrinc.com

November 13
Annual Gen. Membership Meeting
Election of Officers
Ernesto's
KaylaGutierrez@epicland.com

November 14-15
Executive Board Retreat
Cavalier Condos at Gleneden
Beach
gbridger@teleport.com
503-245-0729

DECEMBER 2009

December 3
Installation of Officers
Past President's Night
Holiday Party
The Rheinlander
KaylaGutierrez@epicland.com

JANUARY 2010

January 8
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

FEBRUARY 2010

February 12
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

MARCH 2010

March 12
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

APRIL 2010

April 9
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

MAY 2010

May 14
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

JUNE 2010

June 11
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

JULY 2010

July 9
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

AUGUST 2010

August 13
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

SEPTEMBER 2010

September 10
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

OCTOBER 2010

October 8
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

NOVEMBER 2010

November 12
Chapter Meeting
Ernesto's
KaylaGutierrez@epicland.com

BEAVER STATE CHAPTER 3

COURSE 205

Bargaining Negotiations

October 7-8, 2009

8:00 am - 5:00 pm

This course teaches the skills required to win at bargaining negotiations. Problem-solving negotiations, as taught in C-100, 200 and 201, are widely accepted as preferred type of negotiations. Participants learn when to bargain, how to be more successful in a bargaining situation.

Topics include: Steps in a bargaining negotiation; Analyze the negotiations to determine whether the progress is in a bargaining or problem-solving mode; Identify skills and attitudes required of successful bargainers; Initial offers; Concessions; Role play and case studies tie negotiations to on-the-job situations.

INSTRUCTOR

Carol L. Brooks, SR/WA, a Right-of-Way Consultant, whose expertise includes easement and land acquisition, negotiations, easement valuation and law, permitting, project management, and eminent domain support, entered the R/W profession in 1989, and was awarded the IRWA Mark A. Green Award, 2000 for Outstanding Journalistic Excellence: "The Art of Successful Negotiations."

Acomplishments include: Editorial Board for Right of Way Magazine; General Session speaker at 2008 IRWA conference; 1999 Frank C. Balfour Professional of the Year Finalist; Bachelor's Degree in Business Admin. and Management from the Univ. of Redlands,

REGISTRATION

Register ONLY to Course Registrar, as shown below. Advance payment not required. You will receive a confirmation if you provide an email address. **\$35 late fee for registration on day of course (full course materials may not be available).**

Register early: course may be cancelled if there are insufficient registrants 21 days before start date.

CANCELLATION

Written cancellation notice required. Full refund if received by Course Registrar 15 days before start of course. 75% refund if received less than 15 days before start of course. No refund after start of course, but your printed course materials will be available upon request.

LOCATION

Portlander Inn & Marketplace
Meeting/Conf Room
10350 N. Vancouver Way
Portland, OR 97217
503-345-0300

ACCOMMODATIONS

Contact facility directly; mention IRWA

RECOMMENDED MATERIALS

"Successful Communication and Negotiation" – Textbook (separate purchase). Course tuition includes Participant's Manual.

PREREQUISITES

Completed IRWA C-100 & 200 and/or 201 prior to this class is

For course information, contact
Coordinator Emmy Jenson
541-682-5190
emmy.r.jenson@ci.eugene.or.us

**IRWA & Recert Credit:
2 Days (16 hours)**

Name, Last	First	Chapter 3	\$192	\$
Company		Member	\$415	\$
Address		Non-member	\$520	\$
City	State	Facility Fee*	\$30	\$
Membership Number		Total Enclosed		\$
Phone	Email			

Beaver State Chapter 3 (TIN 93-6023076) is a non-profit organization

To Register, click
or form and mail to

Course Registrar
139 Barker Avenue
Oregon City, OR 97045

Check enclosed
M/C
Card No.
Name on Card

Method of Payment

Email invoice to
Exp Date

Visa

BEAVER STATE CHAPTER 3

COURSE 100

Principles of Land Acquisition

October 20-23, 2009

8:00 am - 5:00 pm

This course is directed toward the new right of way person: someone with little or no experience in the r/w field. The participant will learn to apply real estate law terms and concepts; understand metes and bounds and other property description systems; know the 3 basic property appraisal methods; understand the various types and concepts of negotiations; be aware of relocation requirements; be familiar with the three views of engineering plans; learn the methods of acquiring/transferring title to realty; definition and requirements of a valid contract; become familiar with easements, deeds and lease; be aware of environmental concerns, review process, site assessments, audits, litigation issues and implications. Topics covered include: Real Property Law; Acquisition/Negotiation; Property Descriptions; Relocation Assistance; Environmental Concerns; Appraisal; and Property Management.

INSTRUCTOR

Joachim Pestinger, SR/WA, is principal partner in A Better Way—Mediation and has 30+ years of experience in the r/w field. The retired Director of Real Estate, WS DOT, Joe set policy and oversaw all facets of state r/w programs as well as other state and local public agencies. He has served on IRWA's International Transportation, Property Management and Education Committees and is lead author of IRWA's revised Land Titles & Intro to Property Management courses. Joe is qualified as an expert valuation witness for Washington State Superior courts.

REGISTRATION

Register ONLY to Course Registrar, as shown below. Advance payment not required. You will receive a confirmation if you provide an email address. **\$35 late fee for registration on day of course (full course materials may not be available).**

Register early: course may be cancelled if there are insufficient registrants 21 days before start date.

CANCELLATION

Written cancellation notice required. Full refund if received by Course Registrar 15 days before start of course. 75% refund if received less than 15 days before start of course. No refund after start of course, but your printed course materials will be available upon request.

LOCATION

PBS Environmental & Engineering
4412 SW Corbett Ave.
Portland, OR 97239
503-248-1939

ACCOMMODATIONS

Contact facility directly; mention IRWA

COURSE TEXT

The required text for this course is Principles of Right of Way. It is not included in the registration fee. It is not available from Chapter 3. To obtain a copy, both members and non-members can go to www.irwaonline.org Members Only/ Online ROW Textbook

For course information, contact Coordinator Kari Lowe 503-316-5511 kari.lowe@hdrinc.com

**SR/WA & Recertification Credit
4 days (32 hours)**

Name, Last First
Company
Address
City State ZIP
Membership Number
Phone Email

Chapter 3	\$348	\$
Member	\$755	\$
Non-member	\$935	\$
Facility Fee*	\$30	\$
Total Enclosed		\$

*Mandatory

Beaver State Chapter 3 (TIN 93-6023076) is a non-profit organization

To Register, click
or form and mail to

Course Registrar
139 Barker Avenue
Oregon City, OR 97045

Method of Payment

Check enclosed Email invoice to
M/C Visa Exp Date
Card No.
Name on Card

BEAVER STATE CHAPTER 3

COURSE 400

Principles of Real Estate Appraisal

November 3-4, 2009

8:00 am - 5:00 pm

This course introduces the principles of real estate and real property valuation to the students. Also a refresher course for the experienced right of way professional wanting to enhance his/her appraisal abilities. At the conclusion of this course, participants will be able to: Understand basic real estate terms and principles; Demonstrate a basic knowledge of valuation process and components; Discuss the definitions of and steps in each of the three approaches to value (cost, sales comparison and income capitalization); Solve problems showing an understanding of the three approaches to value. Two case studies will be utilized, residential and commercial.

FACILITATOR

J, SR/WA, is a certified

REGISTRATION

Register ONLY to Course Registrar, as shown below. Advance payment not required. You will receive a confirmation if you provide an email address. **\$35 late fee for registration on day of course (full course materials may not be available).**

Register early: course may be cancelled if there are insufficient registrants 21 days before start date.

CANCELLATION

Written cancellation notice required. Full refund if received by Course Registrar 15 days before start of course. 75% refund if received less than 15 days before start of course. No refund after start of course, but your printed course materials will be available upon request.

LOCATION

Portlander Inn & Marketplace
Meeting/Conf Room
10350 N. Vancouver Way
Portland, OR 97217
503-345-0300

ACCOMMODATIONS

Contact facility directly; mention IRWA

REQUIRED MATERIALS

Hand-held Calculator

Course tuition includes
Student's Manual
and USPAP Text

For course information, contact
Coordinator Kari Lowe
503-731-8426
kari.lowe@hdrinc.com

IRWA/Recert Credit: 2 Days (16 hrs);
AQB: 15 hrs QE, 15 hrs CE/E, 14 hrs CE

Name, Last

First

Company

Address

City

State

ZIP

Membership Number

Phone

Email

Chapter 3 \$192 \$

Member \$415 \$

Non-member \$520 \$

Facility Fee* \$30 \$

Total Enclosed \$

*Mandatory

Beaver State Chapter 3 (TIN 93-6023076) is a non-profit organization

To Register, click
or form and mail to

Course Registrar
139 Barker Avenue
Oregon City, OR 97045

Check enclosed
M/C
Card No.
Name on Card

Method of Payment

Email invoice to
Exp Date

Visa

HANNA, McELDOWNEY & ASSOCIATES

Right of Way Services

Roger D. Hanna

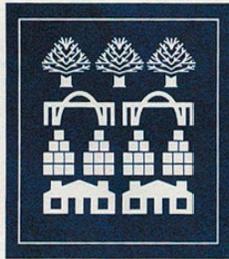
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rgreene@irr.com

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FAX: 503/352.0402
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HOME: 360-893-6617
CELL: 253-820-0283
EMAIL: PESTINGER@EARTHLINK.NET



www.pbsenv.com

Collin C. Polk, RG
Project Geologist
503.417.7590 DIRECT
colin_polk@pbsenv.com

4412 SW Corbett Ave.
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503.248.0223 FAX

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(503) 799-4282
Fax (503) 469-9630
jjdevoe@jjdevoe.com

Officers – 2009**President**

Glenn Bridger
gbridger@teleport.com
 503-245-0729

President-Elect

Darlene Rose
darlene.k.rose@state.or.us
 503 731-8517

Vice President

Stephen Planchon
Planchonconsulting@gmail.com
 (503) 467-8699

Secretary

Matt Gossett
matthew.c.gossett@odot.state.or.us
 503 731-8425

Treasurer

Kari Lowe
kari.lowe@hdrinc.com
 503 316-5511

Committee Chairs & Co-Chairs – 2009**Advisory Council**

Jaci Margeson, Chair
jmargeson@bpa.gov
 503 230-4020

Awards/Recognition

Evar Knudtson, SR/WA, Chair
EvarKnudtson@comcast.net
 503 357-8301

**Asset Property Management
Vacant****Liaison to Education Foundation**

Pam Mason, Chair
pam.mason@clark.wa.gov
 360 397-6118 x4376
 360 759-5284 Fax

Education

Carol Judd, SR/WA Chair
larrol526@comcast.net
 503-390-5105

Education Finance

Marta Goosey, Chair
MartaGo@comcast.net
 503 656-5030

Environment

John Hooson, Chair
landsolutions@comcast.net
 503 439-9423

Historian

Vacant

Local Public Agency

Steve Hansen SR/WA
steve_hansen@co.washington.or.us
 503 846-7879

Meeting Coordinator

Kayla Gutierrez, Chair
kaylagutierrez@epicland.com
 503 244-6026

Membership

Pam Mason, Chair
pam.mason@clark.wa.gov
 360 397-6118 x4376
 360 759-5284 Fax

Parliamentarian

Jerry Swan SR/WA
Jerry.D.SWAN@odot.state.or.us

Professional Development

Carl Toland, SR/WA Chair
CVToland2@Comcast.net
 503 297-8342

Newsletter, Publicity & Promotion

Teresa Wilson, Editor
wilsonwilson74@msn.com
 503.846.3491

Relocation Assistance

Regina Thompson

Survey and Engineering

Patrick Hinds SR/WA

Transportation

Rod Bliss SR/WA
rod_bliss@co.washington.or.us

Utilities

Mike McNeill
Monica.Stafflund,SRWA

Pipeline

Julie Andrade
Julie.Andrade@pgn.com
 503 464-2534

Valuation

Patti Denman, Chair
patti.denman@hdrinc.com
 503-423-3792

Website Manager

Vacant

**Had an address change?
 Missing your BeaverTales?**

**Notify
 Teresa Wilson, Editor
 503 846-3491
wilsonwilson74@msn.com**