

The award-winning
Beaver Tales



BEAVER STATE CHAPTER 3 – SINCE 1950

OREGON–SW WASHINGTON

April 10, 2009 – Annual Membership Meeting

>>>> JACKPOT IS NOW \$50 <<<<<

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

SPEAKERS: Jay Devoe, MAI
Steve Pio, MAI
Pete Arvidson, SRA

TOPIC: Observations from the Right-of-Way Appraisal
Trenches during this Troubled Economy

Meal Reservations due

April 8, 2009

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

All Others: Kayla Gutierrez
(503) 213-3974
KaylaGutierrez@epicland.com



Judy Crafton

WON \$625 - CONGRATULATIONS!!

Laura Henry-Slye won the
Bob Jones Commemorative Free Lunch for
Bringing a Potential New Member



THE PREZ SEZ

Right of Way – the Accidental Profession

Whether you started in right of way when you were 20, 40 or 60, chances are very strong that three months earlier you were not saying to others that you really wanted to be in right of way. This is a profession that when asked “What is it that you do”, you stumble for words. I personally settled into telling folks “I kick little old ladies out into the street and steal land from widows and orphans so we can build public projects.” If you mention eminent domain, you instantly become more despised than the tax collector. Use some other words, and you may become mistaken as an attorney or engineer. With all due respect to those of you who are engineers or attorneys, most of us like to blame our problems upon them, since we know that sooner or later they will be blaming us.

So who are we? I believe we are a refreshing collection of people from an amazingly wide variety of backgrounds. We are introverts and extroverts; holders of graduate degrees and people who have not stepped inside of a college. We may think of projects as power line corridors, or urban renewal blocks.

Our common element is our role of being the real estate support arm of infrastructure companies, or their consultants. We provide the power, highways, rail, community centers, and other parts of our community that support the production and service economy of our country. Linking us together is the International Right of Way Association.

We are not the only folks whose business is developing our nation's infrastructure. The rest of our organizations have the same mission. We are also not the only people who work on infrastructure who, having bought or sold a house, believes they know real estate. I have had a number of non-right of way managers who for awhile thought they knew as much about our profession as we do. This puts us in an interesting position. How do we demonstrate to others in our infrastructure business that we have the specialized knowledge and skills necessary to make their projects a reality?

You earn your SR/WA designation!

Right of way is powerful because it pulls together a variety of skills and disciplines into a coordinated package. Knowledge of land descriptions, public necessity, and personal communication are all key parts of doing our job well. These same skills may be a part of a course of

study that brings a college degree, but only the SR/WA designation specifically calls attention to an education that is grounded in these concepts.

The “wonders” of the SR/WA designation lay within the framework that you do not have to have a 4-year college degree to be recognized for leadership in this field. Here I will let my strong personal opinion show through. I believe that the importance of a college degree diminishes the farther back in time it was achieved. I value far more highly the life experience I have over the past many years than I do the 4 straight years of college that I finished before joining the never-heard-of-before right of way profession in 1965. Over those years I, and most likely many of you, have seen people advance into right of way through a variety of life experience situations. And, most generally, we stay with the profession because we want to be working in this profession, not because our college degree investment said that is where we have to earn our living.

You choose to work in right of way because you wanted to. You stay in right of way because you enjoy it. Now work towards your SR/WA so you can be recognized by others for your commitment to the profession.

P.S.

Jim Overcamp, a Californian who has been in the profession along with his wife and family for many years as well as being the father of our own Casey Overcamp, asked me how long I had been an SR/WA. When I told him I was not an SR/WA, he has not let me forget that fact when I see him at National gatherings. I believe that as I prepare to start my 45th year in the profession, I can better serve IRWA by using my time as a trained course facilitator and to serve as one of your volunteer officers. We are a much stronger profession today than we were 30+ years ago when I joined IRWA in Wisconsin. That is why I am urging you to take the steps towards your SR/WA, unless you, too, are past your 40th year in the profession.

Glenn

T-COEF STIMULUS PACKAGE

We have some **fantastic** news for chapter members. T-COEF (the Chapter's Own Education Foundation) has developed an economic stimulus package for Chapter 3 members. T-COEF will offer partial tuitions for Chapter 3 members to all our courses this year. For 1- and 2-day courses, Chapter 3 members need pay only \$50. For 3- and 4-day courses, Chapter 3 members need pay only \$75. *This opportunity won't come around too often, so be sure your employer knows what is happening.*

We have more exciting news as well. Our own Teresa Wilson has been approved to co-teach C-703, coming up next month! Let's all turn out and support her.

2009
Northwest Regional
Right of Way Conference

Due to financial restraints
the 2009 Northwest Regional Right of Way
Conference will not be held.

2009 Annual Conference Location
Indianapolis, Indiana
June 28 - July 1

Conference Location and Headquarters Hotel
Indianapolis Marriott Downtown
350 West Maryland Street
Indianapolis, IN 46225
877-640-7666

Reserve your room today: www.indymarriott.com

Note: Mention IRWA to receive negotiated special rates.

Hotel Rates (excluding taxes): \$156
Rates good through May 26, 2009

Membership Minute: Making the Most of Your IRWA Membership

What is the recipe for successful achievement? To my mind there are just four essential ingredients: Choose a career you love, give it the best there is in you, seize your opportunities, and be a member of the team.

~Benjamin F. Fairless

“A lovely quote,” you’re probably thinking. “But what does this have to do with my membership in IRWA?” Well, I’m so glad you asked. It’s safe to say that the main reason you are reading this article is because you are already a member of IRWA so you’ve already met the first two essential ingredients of the recipe for success but let’s go through all four just to make sure:

1) Choose a career you love

By reading this article, you’ve probably chosen a career in right of way or a closely associated field and it certainly must mean that you love it as well. I mean, what’s not to love? Variety is the spice of life and if there’s one thing the right of way field has plenty of it’s variety!

2) Give it the best there is in you

By becoming a member of IRWA, you’ve clearly made the choice to give it your best by signing up to receive a top notch industry magazine, network with fellow right of way professionals, receive reduced registration fees on education courses, stay abreast of the latest industry trends and information as well as set and achieve professional designation goals to name a few of the benefits.

3) Seize your opportunities

Here’s where it can get a bit tricky. It doesn’t take much to miss an opportunity. Sometimes, it can be something as simple as not updating your contact information with IRWA HQ or with the local. Take 30 seconds out of your day to run a query on your name under Resources, Member Directory at <https://www.irwaonline.org> Perhaps you haven’t attended a luncheon in quite some time? How many opportunities to network with someone who works for a different agency have you missed? A casual conversation at lunch can lead to increased contacts in your directory for assistance, advice or getting/letting a contract.

Be a member of the team

But if I’m already a member of IRWA, haven’t I fulfilled the final requirement? It could be argued that in the strictest sense you have, however, if you consider this in conjunction with the prior ingredient of seizing your opportunity then the answer is no. Merely joining a group is not the same as “joining in” and participating in some manner. Joining in can be as simple as attending 3 luncheon meetings a year rather than none. Perhaps you’ve always wanted to become involved with Chapter leadership but don’t feel ready to chair a committee; committee members are always needed. Maybe you’ve experienced some sort of frustration at the Chapter or National level of the organization and you kept it to yourself; we can’t make things better if you don’t tell us what isn’t working...or let us know when something went right! Perhaps you can commit to providing feedback to strengthen the organization? Making the effort to share your experiences or your expertise in some aspect of right of way goes a long way to enriching all members.

Take a minute and answer the following Essential Ingredient Membership Quick Reference Checklist:

Is my membership current?

Is my contact information accurate?

Have I contacted the local Chapter Membership Chair if there is an issue with my membership at the Headquarters level?

Am I seizing my opportunities by contributing my knowledge, attending luncheon, asking questions, helping to identify things that could be improved or volunteering for Chapter leadership opportunities? Have I spoken to coworkers who aren’t members about the benefits of membership?

If you need assistance in ensuring your membership or the membership of a friend or coworker is optimized to achieve success, please contact me at 503-813-6967 or by email at irwaeilene@gmail.com I’m happy to assist.

Sincerely,
Eilene L. Gehrke, SR/WA
Chapter 3 Membership Chair

LOOKING AHEAD



APRIL 2009

April 10
Chapter Meeting
Ernesto's

KaylaGutierrez@epicland.com

April 23
C-703, Real Property/Asset Mtg
Emmy.R.Jenson@ci.eugene.or.us

April 24
C-104, Standards of Practice
Emmy.R.Jenson@ci.eugene.or.us

MAY 2009

May 8
Chapter Meeting
Ernesto's

KaylaGutierrez@epicland.com

May 18-19
C-207, Practical Negotiations
[Kari Lowe](mailto:KariLowe@epicland.com)

May 20
C-403, Easement Valuation
[Kat Halpenny](mailto:KatHalpenny@epicland.com)

JUNE 2009

June 12
Chapter Meeting
Ernesto's

KaylaGutierrez@epicland.com

June 3-4
C-200, Principles of R/E
Negotiations
Laura.Slye@clark.wa.gov

June 28-July 1
IRWA Annual Convention
Indiannapolis, IN_

JULY 2009

July 10
Chapter Meeting
Ernesto's

KaylaGutierrez@epicland.com

July 28
C-504, Computing Replacement
Housing Payments
[D. Marty Goosey](mailto:D.MartyGoosey@epicland.com)

July 29-30
Relocation Rendevous
Red Lion
Salem, OR
MartaGo@comcast.net

AUGUST 2009

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

SEPTEMBER 2009

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

September 16-17
C-803 Eminent Domain Law
teresa_wilson@co.washington.or.us

OCTOBER 2009

October 7-8 2009
C-205 Bargaining Negotiations
Emmy.R.Jenson@ci.eugene.or.us

TBD
C-100, Principles of R/W Acquisition
[Kari Lowe](mailto:KariLowe@epicland.com)

NOVEMBER 2009

November 3-4
C-400 Principles of R/E Appraisal
[Kat Halpenny](mailto:KatHalpenny@epicland.com)

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

TBD
SR/WA Review Study Session
[Carl Toland](mailto:CarlToland@epicland.com)

December 2009
TBD
Officer Installation
Past President's Night
Holiday Party
KaylaGutierrez@epicland.com

Real Property/Asset Management
April 23, 2009 **8:00 am - 5:00 pm**

Asset Management is the comprehensive planned management of a diverse portfolio of real estate for the optimum use of available assets. This one-day intensive class will provide participants with the necessary skills and knowledge to introduce and implement a program within their organization. As a fundamental course, Real Property Asset Management was designed for those who manage real estate for small or large organizations needing additional resources to adequately meet the defined mission.

INSTRUCTORS

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

Teresa Wilson has been Washington County Property Manager for 15 years. Previously Teresa was Property Manager for Jackson County, Oregon. She has over 25 years' experience negotiating leases, maintaining county-owned properties, creating and managing asset listings, as well as acquisition and disposition of properties, tax foreclosures, and general county-owned properties. Teresa is a long-time member and officer of the Oregon Public Property Managers Association. She has also been a member and officer of International Training in Communication.

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 28 days before start date.

SR/WA & Recertification Credit
1 day (8 hours)

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
 10350 N. Vancouver Way
 Portland, OR 97217
 503 345-0300

www.portlanderinn.com

ACCOMMODATIONS

contact facility directly; mention IRWA

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

Name, Last	First	Chapter 3 Member	\$20	\$
Company		Member	\$265	\$
Address		Non-member	\$330	\$
City	State	ZIP	Mandatory Facility Fee	\$30
Membership Number			Total Due	\$
Phone	Email			

Make Check Payable to Beaver State Chapter 3 (TIN 93-6023076 — 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 104

Standards of Practice

April 24, 2009

8:00 am - 5:00 pm

A foundation course relating IRWA's Standards of Professional Practice to the conduct of professional and private lives and to the IRWA Code of Ethics, the Ethical Rules, and Procedural Rule 18. Successful completion of this and/or Course 103, Ethics, is a requirement for SR/WA registration and recertification. Participants will gain broad working knowledge of IRWA Standards of Practice & ability to apply those standards in daily life; understanding of the relationship between Standards of Practice, Code of Ethics, and Rules of Professional Conduct; understanding of the expectations of the consuming public, employees, and peers; recognition of the minimum accepted level of conduct. Topics: Quality of Service; Full Disclosure; Good Citizenship; Competence; Laws and Conduct of Business; Character/Mind Set; Public Information; Client/Former Client Relationships; Communication; Member Information; Advertising & Promotional Practices; Care of Property; Confidential Information; Employee/Employer Relationships; Fair and Reasonable Fees.

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.

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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 28 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
10350 N. Vancouver Way
Portland, OR 97217
503 345-0300

www.portlanderinn.com

ACCOMMODATIONS

contact facility directly; mention IRWA

**For course information, contact Coordinator Emmy Jenson
503 682-5190
emmy.r.jenson@ci.eugene.or.us**

**SR/WA & Recertification Credit
1 days (8 hours)**

Name, Last	First	Chapter 3 Member	\$20	\$
Company		Member	\$265	\$
Address		Non-member	\$330	\$
City	State	ZIP	Mandatory 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

Method of Payment

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

Practical Negotiations for Federally Funded Land

May 18-19, 2009 8:00 am - 5:00 pm

Ideal for both executive and entry-level professionals, this course will review the FHWA requirements that apply to negotiators, analyze those requirements in the context of individual personal negotiating style and provide practical approaches and tips to improve settlement rates for right of way acquisition. This essential course is designed for: DOT employees and other highway oriented negotiators; Land acquisition agents who have less than 5 years negotiation experience; More experienced agents desiring a refresher; and Individuals seeking improved acquisition settlement rates.

INSTRUCTOR

James H. Finnegan, SR/WA is Sr VP, Universal Field Services. Prior to joining UFS he operated his own consulting business, providing project management services. He spent over 20 years with CalTrans, holding top management positions including that of Chief Appraiser. He has been a consultant to the US OMB, providing guidance in the drafting of regulations relating to the Uniform Act. Mr. Finnegan has also testified before Congress on matters pertaining to the Uniform Act. Mr. Finnegan has held several IRWA committee positions, including the IEC, and was the 2006-2007 International President of the Association.

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 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
10350 N. Vancouver Way
Portland, OR 08217
503 345-0300

www.portlanderinn.com

ACCOMMODATIONS

contact facility directly; mention IRWA

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

**SR/WA & Recertification Credit
2 days (16 hours)**

Name, Last	First	Chapter 3 Member	\$20	\$	
Company		Member	\$415	\$	
Address		Non-member	\$520	\$	
City	State	ZIP	Mandatory Facility Fee	\$30	\$
Membership Number			Total Due	\$	
Phone	Email				

Make check payable to Beaver State Chapter 3 (TIN 93-6023076 — 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 Sec Code
Card No.
Name on Card Billing ZIP

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Roger D. Hanna

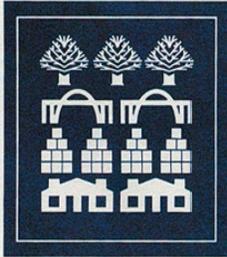
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Vacant

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360 759-5284 Fax

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Vacant

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