

# The Award Winning Beaver Tales



August 2011 Newsletter for Beaver State Chapter 3 serving Oregon and SW Washington since 1950

## Ernesto's ITALIAN RESTAURANT

Chapter 3 meeting **Friday August 12th at: ERNESTO'S**

Board Meeting: 10:30am  
Meeting: 12:00pm  
Speaker: 12:15pm

8544 SW Apple Way  
Portland, Oregon 97225  
**LUNCH COST \$13**

## State of the State Address

An overview of what is happening at the Oregon  
Department of Transportation

Dee Jones, ODOT Right of Way Manager and Richard Dunlap ODOT Right of Way Operations Manager will come and bring us the state of our State. Please join us for what will be an interesting and informative update from two of ODOT's best.

### IRWA Chapter 3

Please make meal  
RSVP's as soon as  
possible to Shannon Fish at  
shannon@rowainc.com

### July 8th

#### Prize Drawing Results

Lance Lindahl was not  
present to win the \$ 325  
jackpot drawing.

Kayla Carol won  
the free Lunch  
Congratulations!

August Lunch  
Jackpot is \$350  
Good Luck!

### IRWA REMINDERS

**Region 7 Fall Forum**  
October 14th, 2011  
Anchorage, Alaska

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## Membership to Vote on Bylaws Changes

The Chapter Bylaws with edits were emailed to the membership on July 26, 2011 after discussions and approval to move forward with the recommended changes was made by the Chapter's Executive Board. These new edits were recommended by IRWA legal counsel, Eric Finn after headquarters had an opportunity to review our existing bylaws. The minor changes will make our Chapter Bylaws conform to International's. For the most part these changes can be addressed more easily in the Chapter's Operating Manual. There is a major change however, and this will affect the business year of Chapter 3. We currently operate on the calendar year. International operates on the fiscal year, July 1st through June 30th, and has recommended to the chapters that each chapter move from the calendar year to fiscal year. At the present, a majority of the chapters have done so, and it was the Executive Board's recommendation at the July Board Meeting that Chapter 3 also change to the fiscal year. In order to accomplish this, the existing officers have agreed to stay on in their current roles an additional six months. New officers for our Chapter would then be voted on and installed prior to July 1, 2012.

In order to change our Chapter Bylaws, the membership must be given notification of the proposed changes at least 10 days prior to a vote by the membership. The notification of the proposed change was made on July 26, 2011 and the vote will take place at the August membership meeting.

As I search my way through the August 2011 issue of Success magazine for something profound to share with you this month. I was reminded again of my re-discovery of various positive thoughts. I know I've mentioned this magazine before, but the ideas of, and motivational stories about, successful people are tremendously inspirational.

Daren Hardy, Success Magazine Publisher and Editorial Director, shared that as people each of us has the opportunity to be influential, for better or worse. The focus of his article is that each of us has an opportunity to influence others through our ability of being an energetic person. Anytime we enter a room or converse with another person, we can either bring enlightenment or we can darken the world around us. He says that we are either providing a "positive potential – the elevated status of who they could become - or providing the temptation for them to surrender to their own human frailty. This means your influence is truly life-changing."



Look at these quotes, from notable authors you can also find through out Success magazine:

"Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others." – Jack Welch.

"You don't have to be a 'person of influence' to be influential. In fact, the most influential people in my life are probably not even aware of the things they've taught me." – Scott Adams.

"Because everything we say and do is the length and shadow of our own souls, our influence is determined by the quality of our being." – Dale E. Turner.

The magazine has another article on standing out from the crowd by making yourself, your product and your company memorable. This one says to be different. Do things differently, stir emotions, spread happiness and do these consistently. You stand out when you are doing something no one else is doing. You stand out when you demonstrate the 'how' and give it more emphasis than the 'what'. The article mentions that one can stand out by adding class, elegance, humor or spice that makes even the common seem special. You can keep them coming back for more by stirring positive emotions, joy, inspiration, or peace of mind.

One of my favorite authors is John Maxwell. He always seems to have inspirational words to ponder and help you live your best life. His article in this month's Success is: Players vs. Pretenders. It's about those in an organization that would rather act the part than do their part. We've all seen them, the

co-workers who spend more time running around telling people how busy they are, how much work they have to do without actually doing anything at all or getting by on the bare minimum. "Pretenders look the part, talk the part and claim the part, but fall short of fulfilling the part." Players have a servant's mindset, are mission conscious, and are job-happy, can deliver the goods, and love to see others succeed. Pretenders have a selfish mindset, are position conscious, job-hunters, promise the goods, and are only interested in their own success. Pretender's can easily destroy an organization if management perceives their story as truth. However, the people actually doing the work aren't oblivious to the Pretender's baloney. As they are typically left picking up the workload and having to watch the Pretender climb through the ranks of the company, until it all falls down. Management will eventually be left wondering why they are experiencing high turnover, in a normal job market, or why employees are calling in sick all the time (stress), low morale, angry people, loss of productivity and other dissension in the rank and file of the employees that would normally be the top producers, the Players.

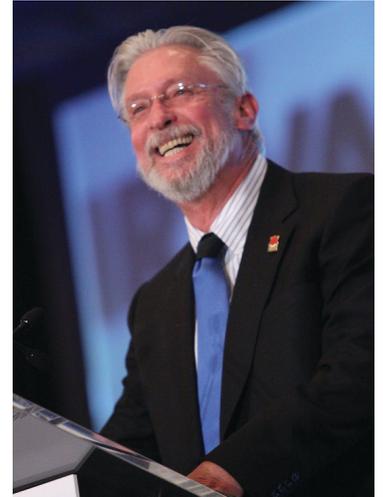
I want to suggest you contemplate how your daily thoughts and actions influence others. Are you a Player or a Pretender? Are you supportive or are you a walking, talking negative wall of doom and gloom. There is a saying, "what you think about is what you bring about". Let's think positive, supportive thoughts and influence others to be the best people they can be, too. That will come back to you and help you grow as an individual, employee, spouse, parent, child, and any other roles you may play in your life.

Dawneen

# The Secrets of Liam Sands

Randy A. Williams, MAI, SR/WA, FRICS  
IRWA International President

Leslie Finnigan, one of my favorite people in the world, has asked me to let my hair down and write a few words describing myself, including the disclosure of unknown secrets. I have been a real estate appraiser since 1977 and hold not only the SR/WA designation but the MAI (Member of the Appraisal Institute) and FRICS (Fellow of the Royal Institution of Chartered Surveyors) designations. I own my office, so from a business point of view I am not on a payroll and I eat what I kill.



Secret Number 1 – I once worked as a government employee for the City of Ft. Lauderdale in their engineering department. Well, my employment was as a surveyor so technically, from my point of view, I never was an engineer (hopefully I'm not a closet wannabe engineer in denial).

I joined the IRWA because my boss told me to. I didn't even know what the organization was or how to spell eminent domain. What I found was a group of professionals that introduced me to the right-of-way profession. As I rose through chapter leadership I discovered just how vibrant the IRWA is. Moreover I now have so many lifelong friends that my private and professional lives are fully intertwined. My wife and I celebrated our 30th wedding anniversary at our June IRWA conference in Atlanta.

Secret Number 2 – I am on the board of The Pencil Project ([thepencilproject.org](http://thepencilproject.org)). Last year we helped supply more than 100,000 students in the Guatemalan highlands with school supplies, and we helped rebuild schools damaged by floods and volcanoes. Our total annual outlay is between ten and twenty thousand dollars so pound for pound we get our money's worth.

This year I plan on phoning every single chapter president personally and listening to what they have to say. The strength of the IRWA is that we are a bottom up organization. The chapters are our strength and each chapter gets two votes at our annual board meeting. Our International Governing Counsel (IGC) has all ten region chairs along with the IEC members. The IGC reflects our membership in that there is a mix of governmental employees, independent consultants, and small and large right-of-way and engineering firms. This is the group that leads the IRWA. HQ does not make the leadership decisions, the IEC and IGC make those decisions and they are implemented by HQ.

Secret Number 3 – when I get frustrated at work I go home and take out my aggressions on imaginary characters. If you Google "The Imperial Lance" you will find a strange little WWII book co-authored under my pen name Liam Sands. So remember, before you send me that flaming e-mail, you may be sealing your fate to a slow death in a burning Messerschmitt.



So you missed the 2011 Conference in Atlanta. Well, there is a way you can see some of those presentations. They are now posted on IRWA's website. Go to [irwaonline.org](http://irwaonline.org) and open the 2011 Annual Conference tab. At the far left is a menu of conference information. The last one is the "Conference Wrap-up". If you click on this, the following menu will open – it is a list of the presentations made available to the membership. Try it! There is a lot of valuable information that the speakers have provided.

## Conference Wrap Up Presentations

### Monday

Eminent Domain Update (1.9Mb)  
 Enhanced Oil Recovery (9.7Mb)  
 Enhanced Oil Recovery2 (4.6Mb)  
 Overview of Fracture Stimulation in Shale Gas (6Mb)  
 Germany-Tree Root (6.5Mb)  
 Surplus Property Disposition (1.7Mb)  
 Appraising Contaminated Properties (463Kb)  
 Impacts of Electric Transmission Lines (2.1Mb)

### Tuesday

Carve-Outs (3.7Mb)  
 Changes-Revisions to IRWA (Ethics) (310Kb)  
 R.E. Market Conditions and Appraisal Update (4.7Mb)  
 Replacement Housing Comparables (344Kb)  
 Replacement Housing Comparables2 (1.6Mb)  
 Replacement Housing Comparables3 (1.2Mb)  
 Reviewing Surveys-Descriptions (2.0Mb)  
 Surveying 101 (3.6Mb)

### Wednesday

Environmental Justice (10.3Mb)

## FUTURE REGION 7 EVENTS

### REGION 7 FALL FORUM 2011

ANCHORAGE ALASKA OCTOBER 14, 2011  
 Agenda and Registration form TBA

The Region 7 Fall Forum will be held in conjunction with the Chapter 49 Fall Educational Seminar October 13, 2011

visit <http://www.irwa49.org/> for details!

## October 20th

### Negotiating Through Tribal Lands

Chapter 3 of the International Right-of-Way Association (IRWA) is presenting a one day communications related course on Negotiating Through Tribal Lands. This course will cover various aspects of navigating through the agencies and processes associated with a negotiating for rights-of-ways in Indian Country. If you are involved in any way with a right-of-way over tribal land, this course provides everything you need to know about navigating through the various processes and working with tribes and tribal members. The Chapter has applied for IRWA education credits.

Sign up at [www.irwachapter3.com/course.cfm](http://www.irwachapter3.com/course.cfm)

# Education Foundation

Region 7 raised \$750 for the Education Foundation and sponsored a hole at the Annual Conference Golf Tournament.

The picture to the right is of Leslie Finnigan, SR/WA and Bernard (Bernie) Lea, SR/WA, both former Region 7 Chairs. Thanks to all who participated.



**Why Worry?** This quote comes from Texas Rangers outfielder Mickey Rivers (ca. 1980) on why being worried is such a waste of energy and emotion:

*"There ain't no use worrying about things you ain't got control over, 'cuz if you ain't got control over it, there ain't no use worrying about it. And there ain't no use worrying about things you got control over, 'cuz if you got control over it, there ain't no use worrying about it."*

## UPDATED

### Education Courses for 2011

September 21

C-901

Engineering Plan Dev & App

Facilitator: Joe Pestinger, SR/WA

Site: Radisson, PDX

September 22

C-104

Standards of Practice for R/W Professionals

Facilitator: Joe Pestinger, SR/WA

Site: Radisson, PDX

October 5-6

C-207

Practical Negotiation for US Federal Funded Land Acq's

Facilitator: TBA

Site: Radisson, PDX

October 20

Ch 3: Tribal Relations & Negotiations Seminar

Facilitators: Expert Panel of Speakers

Site: Radisson, PDX

November 2-3

C-700

Intro to Property Management

Facilitator: Joe Pestinger, SR/WA

Site: Radisson, PDX

**Make sure to check periodically [www.irwchapter3.com](http://www.irwchapter3.com) for any course updates, or changes to the course schedule.**

# C-901 Engineering Plan Development and Application

## September 21

**Course Title:** C901 Engineering Plan Development and Application

**Course Level:** Intermediate

**Course Length:** 1 day, 8 AM to 5 PM

**IRWA Credits:** 8 QEU / CEU

**Required Materials:** - Hand-held calculator  
- Mechanical pencil

# Sign Up Now

**Suggested Prerequisites:** IRWA Course 100, "Principles of Land Acquisition" or IRWA Course 900, "Principles of Real Estate Engineering", or basic understanding of engineering terminology and principles and have 2 years engineering right of way experience.

**Tuition:** Member: \$300 (includes \$35 facility fee)

Non-Member: \$365 (includes \$35 facility fee)

**Late Registration Fee of \$25 after: 8/24/2011**

### Course Description:

The purpose of this course is to enable participants to improve their plan reading skills in order to perform their jobs more easily, effectively and efficiently. The course was designed to enable participants to improve their skills in using engineering plans and drawings.

### Topics

- How to read topographic and property information on plans
- The interrelationship of plan, profile and cross section sheets
- How to determine the horizontal and vertical alignment of a centerline
- How to use aerial photogrammetry
- Plane coordinates
- Utility line crossings of highways
- Contour line characteristics
- How to calculate earthwork
- Interpreting right of way plans

### Course Tuition includes:

- Participant's Manual
- Engineering tools (engineering scale, protractor and straight edge)

### Who should take this course:

This course is designed for the new non-engineer employee who has acquired a basic understanding of engineering terminology and principles and has two years engineering right-of-way experience. It is also a valuable refresher course for experienced agents.

### FACILITATOR:

Joachim (Joe) Pestinger, SR/WA, is the Principal Partner of "A Better Way-MEDIATION, LLP", specializing in R/W dispute resolutions. Previously he was the Director of Real Estate Services for the Washington State DOT, where he administered the acquisition, appraisal, title clearance, condemnation, and property management and relocation assistance activities. He has testified before the state legislature and as expert valuation witness in State Superior Courts. He represented 17 western states on AASHTO's R/W and Utility Committee Executive Board. He proposed, developed and co-chaired a study tour of European Best R/W Practices. Time and money saving concepts are now being implemented in the US. He has served on IRWA's International Transportation, Property Management and Education Committees. He is approved to teach 23 IRWA courses and taught classes in more than 44 cities throughout the US and Canada. Joe was the lead author for courses # 700, # 801 and a course on Mediation for the R/W Professional.

### COURSE COORDINATOR:

James Lingeman, SR/WA  
WSDOT / Real Estate Services  
P.O. Box 1709  
Vancouver, WA 98668-1709  
Phone: (360) 905-2156  
Email: jim\_lingeman@yahoo.com

### CLASS LOCATION:

Radisson Hotel Portland Airport  
6233 NE 78th Court  
Portland, OR 97218  
Phone: (503) 251-2000

### ACCOMMODATIONS:

Radisson Hotel Portland Airport  
6233 NE 78th Court  
Portland, OR 97218  
Phone: (503) 251-2000

# C-104 Standards of Practice for the Right of Way Professional

## September 22

# Sign Up Today

**Course Level:** Ethics

**Course Length:** 1 day, 8 AM to 5 PM

**IRWA Credits:** 8 QEU / CEU

**Required/Recommended Materials:** N/A

**Suggested Prerequisites:** N/A

**Tuition:** Member: \$300 (includes \$35 facility fee)  
Non-Member: \$365 (includes \$35 facility fee)

**Late Registration Fee of \$25 after: 8/25/2011**

### Course Description

Designed for the right of way professional, this course guides and directs all participants as each pursues his or her unique path within the right of way profession.

Qualities such as professional competence, character, integrity, fairness, commitment and trustworthiness provide the foundation for establishing and maintaining relationships.

Successful completion of this course, or Course 103 "Ethics and the Right of Way Profession," is a requirement for initial completion and recertification of all IRWA credentialing programs. Successful completion of one of these courses is mandatory every five years for recertification purposes.

### Topics

- Quality of service, competence, character/mind set, communication, care of property
- Full disclosure - client/members, all pertinent information, public information, member information
- Fair and reasonable fees
- Confidential information
- Advertising & promotional practices
- Laws and conduct of business
- Good citizenship
- Employee/employer relationships
- Client/former client relationships

### Course Tuition includes:

- Participant's Manual

### Who should take this course:

This course was designed for right of way professionals may be useful to right of way professionals in need of ideas and practical solutions for understanding and resolving ethical conflicts, and concepts to the Standards of Professional Practice.

### FACILITATOR:

Joachim (Joe) Pestinger, SR/WA, is the Principal Partner of "A Better Way-MEDIATION, LLP", specializing in R/W dispute resolutions. Previously he was the Director of Real Estate Services for the Washington State DOT, where he administered the acquisition, appraisal, title clearance, condemnation, and property management and relocation assistance activities. He has testified before the state legislature and as expert valuation witness in State Superior Courts. He represented 17 western states on AASHTO's R/W and Utility Committee Executive Board. He proposed, developed and co-chaired a study tour of European Best R/W Practices. Time and money saving concepts are now being implemented in the US. He has served on IRWA's International Transportation, Property Management and Education Committees. He is approved to teach 23 IRWA courses and taught classes in more than 44 cities throughout the US and Canada. Joe was the lead author for courses # 700, # 801 and a course on Mediation for the R/W Professional.

### COURSE COORDINATOR:

Seth Hemelstrand  
PO Box 2354  
Salem, OR 97308  
Phone: (503) 399-8002  
Email: shemelstrand@ufsrw.com

### CLASS LOCATION:

Radisson Hotel Portland Airport  
6233 NE 78th Court  
Portland, OR 97218  
Phone: (503) 251-2000

### ACCOMMODATIONS:

Radisson Hotel Portland Airport  
6233 NE 78th Court  
Portland, OR 97218  
Phone: (503) 251-2000

## 2011 Annual Conference: In Pictures



Region 7 Members and guests at the Region 7 Champagne Toast.



Pictured Left : Ken Davis, SR/WA, outgoing International President and Patricia Thayer, SR/WA, incoming Region 7 Chair

Pictured Below: Ken Davis, SR/WA, outgoing International President and Jim Lingeman, SR/WA and Chapter 3 President Elect



Pictured Left : Ken Davis, SR/WA, outgoing International President and Fred Walasavage, outgoing Region 7 Chair

# July Meeting

## Chapter 3 Updates

Thank's Jill for taking some time to talk to us about right of way from the property owners perspective.



*Jill S. Gelineau joined Schwabe, Williamson & Wyatt PC in 1985 and has been a shareholder since 1992. She has developed a litigation practice with primary emphasis on representing landowners in condemnation matters. She successfully represented the Dolans in the Dolan v. City of Tigard trial following its remand from the United States Supreme Court, a case which established some significant property rights for landowners.*

*Jill is currently working on reworking her notes into an article for our readers on, "Everything you always wanted to know-- from the property owners' perspective --but were afraid to ask." Stay tuned for more on this subject from Jill in a future issue of Beaver Tales.*

## New Member Presentation

Congratulations Danette Elpel, on becoming a new member to Chapter 3.



**Danette Elpel is sworn in by Chapter 3 President Dawneen Dostert.**



### Chapter 3 Pictures

The Chapter Historian is looking for photos of IRWA Chapter 3 related functions!! If you have any that you would like to contribute, please contact Leslie Finnigan at [lfinnigan@ufsrw.com](mailto:lfinnigan@ufsrw.com), or 503-709-1916. We have some photos, but believe there are others out there that would be fun to add to our records.

## The Entrepreneurial Spirit!

Who Knew? "The streets of 47th Street are literally paved with gold," said one of New York City's gold wranglers, as he, down on all fours and manipulating tweezers, picked specks of gold, silver and jewels that had fallen off of clothing and jewelry racks as they were rolled from trucks into stores. The man told the New York Post in June that he had recently earned \$819 in redemptions for six days' prospecting. [New York Post, 6-20-2011]

## New, on the News of the Weird Food Cart:

(1) Grasshopper tacos (at San Francisco's La Oaxaquena Bakery, but pulled in June by local health authorities, who were concerned that the bakery was importing Mexican insects rather than using American ones); (2) Cicada ice cream (at Sparky's Homemade in Columbia, Mo., but also yanked off sale by local health authorities in June); (3) Maggot-melt sandwiches (which are just what you suspect -- cheese and dead maggots -- at the California State Fair in July). [KGO-TV (San Francisco), 6-7-2011] [Kansas City Star-AP, 6-7-2011] [Sacramento Bee, 7-8-2011]

## Leading Economic Indicators

In June, officials of California's Alvord Unified School District announced that their brand-new, \$105 million high school, Hillcrest, would remain unused for the coming school year (and perhaps beyond) -- because the budget-strapped state does not have \$3 million to run the school for a year. (In any event, it costs \$1 million per year just to maintain the building to prevent its deterioration.) [USA Today, 6-21-2011]

## SUDUKO

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				<b>6</b>		<b>2</b>	<b>9</b>	

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## Full-Circle-Outsourcing:

A Mumbai, India, company, Aegis Communications, announced in May that it will hire about 10,000 new employees to work in its call centers fielding customer service problems for U.S.-based companies. However, those jobs are not in India. Aegis will outsource those jobs to Americans, at \$12 to \$14 an hour, at nine call centers in the United States. [Washington Post, 5-20-2011]

## Easily Offended

Norris Sydnor III's \$200,000 lawsuit against Rich's Nail Salon of Landover, Md., for "humiliate(ing)" him last December is scheduled for trial as News of the Weird goes to press. Sydnor was upset that males have to pay \$10 for a manicure but females only \$9. [WUSA-TV (Washington, D.C.), 6-15-2011]

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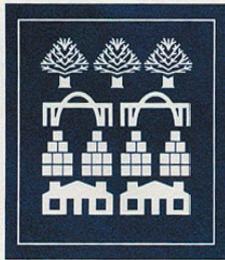


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**SERVICE DIRECTORY**

Chapter 3 has decided that anyone who paid for space in our directory for 2010 will be allowed to carry over their space at no additional cost for 2011. If you are interested in directory space for 2012, the cost is \$40 per business card. You can begin to submit your info to the Newsletter editor in October. For additional information please contact Barry Bliss at ufsbarry@comcast.net

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 Vacant

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3	5	8	7	6	1	2	9	4
7	2	1	4	9	5	3	8	6
9	4	6	8	3	2	5	1	7
1	6	3	9	5	7	8	4	2
2	7	9	1	4	8	6	3	5
5	8	4	3	2	6	1	7	9
6	3	7	2	8	9	4	5	1
8	9	2	5	1	4	7	6	3
4	1	5	6	7	3	9	2	8