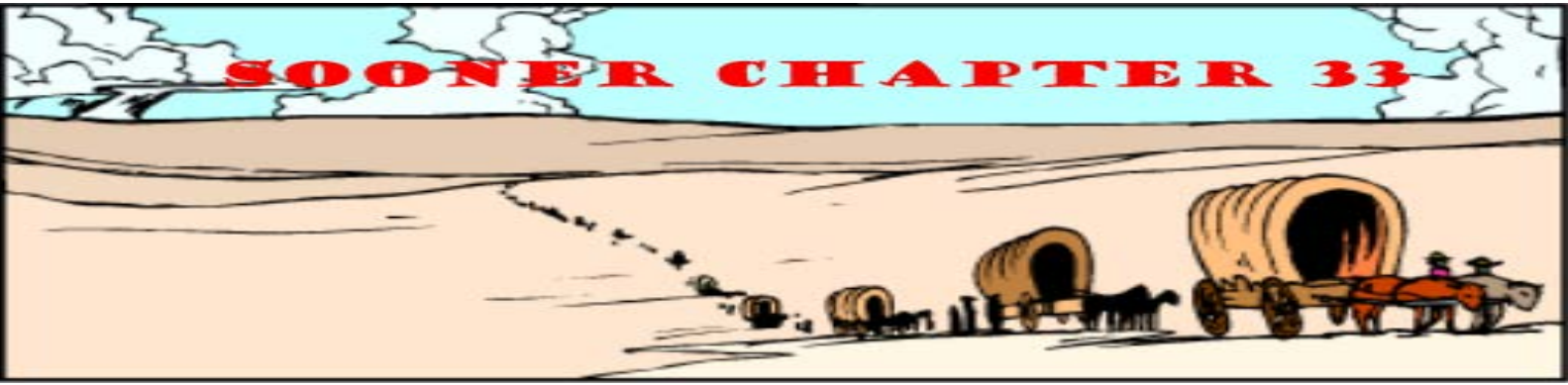


SOONER CHAPTER 33



IRWA

INTERNATIONAL RIGHT OF WAY ASSOCIATION

January 2009

JANUARY MEETING

DATES TO REMEMBER – 2009

100 – Principles of Land Acquisition

Oklahoma City, OK
March 2 – 5, 2009

105 – The Uniform Act Executive Summary

Oklahoma City, OK
April 6, 2009

SR/WA Study Exam

Oklahoma City
May 11 – 12, 2009

407 – Valuation of Contaminated Properties

Oklahoma City
June 8, 2009

The next Chapter 33 meeting is scheduled for Friday, January 23, 2009, at 11:30 a.m. at the County Line Barbecue in Oklahoma City. The Board Meeting will begin at 11:00 a.m. The speaker is Dick Grace, MAI, SRA. Dick is one of our new members.

Make plans to attend!

A Negotiation Tip From

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

Do you get the “munchies?” There is a negotiation practice some people use that is called “nibbling.” No matter what the offer is or what you give them, they need to nibble a little more for themselves. They ask for something and they get it. Then, they ask for a little more!

How do you stop a nibbler? The best way is *with questions*. If they ask for something, ask them if that is all they want. If not, what else? Make a list of all they want and ask if it is everything. If they say it is, and if they then ask for more, let them know you relied on what they said earlier.

Another good question is one of the most powerful. Ask “why.” Make them explain the basis for their request. If it is just because they want it, there is no *rationale* for giving in to them. There must be a rational basis for the elements of a negotiated settlement. “Why” is one of the best responses you can ask in nearly every situation. It also gives you a moment to think and consider what to do next. Good luck and don’t get nibbled!

**SOONER CHAPTER 33
2008 OFFICERS & DIRECTORS**

President: **Judy Strout, SR/WA**
ONEOK, Inc.
P.O. Box 871
Tulsa, OK 74102-0871
(918) 588-7431
Fax: (918) 588-7520
E-mail: jstrout@oneok.com

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

Secretary: **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

Treasurer: **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

**Director
One Year:** **Tamara Benson, 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: tbenson@ufsrw.com

**Director
Two Year:** **Donna Roche, SR/WA, R/W-RAC**
Spitzer & Associates
1406 Hether St.
Austin, TX 78704
(512) 478-8660
Fax: (512) 478-8462
E-mail:
donna@spitzerassociates.com

COMMITTEE CHAIRS

Membership: **Lori Vernon**
Universal Field Services, Inc.
P.O. Box 35666
Tulsa, OK 74153-0666
(918) 494-7600
Fax: (918) 494-7650
E-mail: lvernon@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



Message from the President

December 2008

Our November meeting at ONEOK Plaza in Tulsa went very well. Our speaker was Representative Weldon Watson of the Oklahoma House of Representatives from District 79. He spoke to us about his careers in journalism, the energy industry, and now in politics. Representative Watson was gracious enough to stay after the meeting and visit with several of our members.

Our meal was great for a cafeteria meal! We had a much greater selection than we normally have for a Friday. Thinking that the enhanced fare was the result of our chapter eating there, I complimented the manager. She thanked me but let me know that the owner of her company had visited the same day to hand out employee awards; and she had wanted to present a better, more extensive menu than what was normal for a Friday. I hope he was impressed. I certainly was.

The news every day now seems bleak when you consider our nation's economy. That's not the case though with IRWA or with our chapter. International has developed a strong five-year plan and is very aggressive relative to its goals, strategies and initiatives. The number of IRWA courses held is up; course income is up; and membership is holding strong through October. You will be glad to know that IRWA is financially strong.

Our chapter is also strong financially, and our membership is increasing. The number of our classes has decreased somewhat, but the attendance in the classes continues to be strong. One other area in which our chapter excels seems to be in the "spread" offered along with our classes. Our Education Chair, Kevin Stout, has become known region-wide for the refreshments furnished for class attendees. Way to go, Kevin!

We have a dedicated group of members who continually support our chapter. I hope you will consider joining a committee or even running for office. It is very rewarding to be a part of such a successful organization.

Our next meeting will be January 23, in Oklahoma City at County Line Barbecue. Our speaker will be a new IRWA member, Dick Grace, MAI, SRA, of Grace & Sons Appraisal Service in Shawnee. Mr. Grace was National Director for the Appraisal Institute Region II, 1999-2001. He was Vice Chair of Region II for 2001 and 1997 President of the Great Plains Chapter of the Appraisal Institute. Please come, find out what's going on with our chapter, and enjoy meeting old friends and making new ones. Until then, have a wonderful holiday season.

Judy Strout, SR/WA
Chapter 33 President

MINUTES OF MEETING

November 14, 2008

IRWA CHAPTER 33

ONEOK Plaza Auditorium

TULSA, OKLAHOMA

The meeting was called to order at 11:30 a.m. by President Judy Strout. There were 25 people in attendance. Ed Opstein moved that the minutes of the May 16, 2008 meeting, as published in the January 2008 newsletter, be accepted. Tamara Benson seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS

Treasurer

Bill Sanders, Treasurer, reported that the chapter had a balance of \$51,321.24 in the checking account and a total of \$42,068.35 in two CDs as of December 2008.

Membership

Lori Vernon, Membership Chair, reported 2 applications for new membership have been received from:

Gary W. Holt
Holt Financial

Pamela N. Longan

Allgier, Martin and Assoc.

Ms. Vernon moved the Chapter approve the memberships and Alex Souder seconded the motion, which carried.

Lori also presented new member certificates and pins for the following:

**Bobbie J. Adams
Cynthia Adams
Richard Grace
Robert Grace
Justin B. Harvey
Vance A. Hays
Terri A. LeBlanc
William F. Mack
Betty Miller
George N. Otey
Jimmy Daniel Pearson
Corey J. Rivenburgh
J.S. (Steve) Sutterfield**

Education

Kevin Stout, Education Chair, reported courses in November generated \$6,000.00 to \$7,000.00 in revenue. He announced Legal Aspects of Easements will be held December 8, 2008 and Principles of Land Acquisition is to be held in March of 2009.

Professional Development

Ed Opstein reported Brittany Branscomb and Lee Walker each received their Relocation Assistance Certification and Kim Sokolosky re-certified as an SR/WA. Ed also gave a brief presentation on re-certification and the current education program initiatives including updating course materials and more strict qualifications for instructors. He also talked about the task force that has been meeting for the past year or so evaluating additional credentials being developed for "Generalist/Specialist" categories which could include 55 non r/w courses in professional development that will be offered for roughly \$99.00 each.

Nominations and Elections

Joe Coates was not present. Chapter President Judy Strout made a statement that we need volunteers for the office of Chapter Treasurer. The election is in March but we need candidate names by January.

Old Business

Bill Sanders stated the Chapter website is up and running. The address is www.irwaCh33.org. Kevin Stout talked about the AASHTO conference and the Chapter sponsoring a break. Tamara Benson motioned to sponsor \$3,000.00 and George Bourland seconded; the motion carried.

New Business

Membership discussed the Region 2 Education Refresher course in August. Chapter 33 is assigned Relocation as our topic for the Thursday afternoon session. Lisa Harrison and Tamara Benson will be approached to put a program together. They will perhaps talk with John Reed of TXDOT about speaking.

Membership discussed fund limits to sponsor Chapter President, Vice President and Directors to the annual seminar and Region 2 refresher. Everyone was in agreement to increase the limits. Alex Souder motioned to increase the amount from \$1,500 to \$2,000 per person for the annual seminar, from \$750 to \$1,000 for the region refresher. Steve Benson seconded; the motion carried.

Membership also carried a motion from Alex Souder, seconded by Kevin Stout, to sponsor two (2) members to attend the annual seminar in Calgary if the member attends all meetings between January 1, 2009 and December 31, 2009. Additionally the Chapter will sponsor two (2) members to attend the Region 2 refresher in College Station. Lori Vernon talked about the educational and professional value of being sponsored to attend the seminar in Sacramento and how appreciative she was to have the opportunity.

State Representative Weldon Watson of District 79 was our guest speaker. Representative Watson is retired from the Oklahoma energy industry and provided some interesting insight on both oil and gas in the state as well as some of his legislative experience. He has been a House Member since 2006.

Steve Benson moved that the meeting be adjourned. Tamara Benson seconded the motion. Membership approved the motion. The meeting was adjourned.

Alex Souder, SR/WA, R/W-RAC
Chapter 33 Secretary

New Members

Gary W. Holt

Pamela N. Longan

Applications

**Andrew M. Austin
Continental Land Resources, LLC**

**Travis W. Barrett
Digital Land Consultants, Inc.**

Jason M. Cooke

**Rowdy J. Flemings
Continental Land Resources, LLC**

**Clifton R. Grace
Continental Land Resources, LLC**

James R. Johnson

**David J. Lucas
Continental Land Resources, LLC**

James H. Luellen

Continental Land Resources, LLC

**Jared L. McAdams
Continental Land Resources, LLC**

**Henry H. Stockebrand
Continental Land Resources, LLC**

**Glen A. Tomlinson
Continental Land Resources, LLC**

**Chris S. Whipple
Digital Land Consultants, Inc.**

**Will White
Continental Land Resources, LLC**

**Robbie L. Williams
Continental Land Resources, LLC**

IRWA CHAPTER 33 2008-2009 EDUCATION COURSES			
COURSE	NO. DAYS	DATE	LOCATION
100 Principles of Land Acquisition	4	3/2 – 5/2009	Oklahoma City
105 The Uniform Act Executive Summary	1	4/6/2009	Oklahoma City
SR/WA Study Exam	2	5/11 – 12/2009	Oklahoma City
407 Valuation of Contaminated Properties	1	6/8/2009	Oklahoma City
104 Standards of Practice for R/W Pro.	1	9/14/2009	Oklahoma City
801 United States Land Titles	2	10/5 – 6/2009	Oklahoma City
503 Mobile Home Relocation	1	12/7/2009	Oklahoma City

If anyone is interested in enrolling in any of the Oklahoma classes, please contact Kevin Stout at (405) 521-2661 for more information.

The Chapter 33 Website is continuing to be developed. The Website can be located at www.irwach33.org.

THANKS TO OUR ADVERTISERS!

If you are interested in advertising in the 2009 series of Chapter 33 Newsletters, please remit a check for \$75.00 made payable to IRWA Chapter 33 to Bill Sanders, Explorer Pipeline Co., P.O. Box 2650, Tulsa, OK 74101-2650, (918) 493-5160. Please submit by February 15th, 2009.



Cinnabar Service Company
Land and Right of Way Acquisition

- Project Management
- Title Research & Insurance
- Relocation Assistance
- Environmental Services
- Negotiation/Acquisition
- Tower Site Acquisition

(918) 742-0082
(918) 742-0097 (fax)
www.cinnabar.cc

5121 S. Wheeling Ave.
Tulsa, Oklahoma 74105
csctulsa@cinnabar.cc



UNIVERSAL
FIELD SERVICES, INC.

Celebrating 50 Years of Professional Services

Let's Work Together

www.ufsrw.com P.O. Box 35666 • Tulsa, OK 74153 800.447.9191

Coates Field Service, Inc.



*Land and right-of-way
acquisition services since 1950*

4800 N. Santa Fe • Oklahoma City, OK 73118
Tel. 405.528.5676
www.coatesfieldservice.com



5534 NORTH WESTERN
OKLAHOMA CITY, OK 73118-4006
WWW.PINNACLEGROUP.WF

(405) 879-0600
FAX (405) 879-0474
TOLL-FREE (888) 236-7144