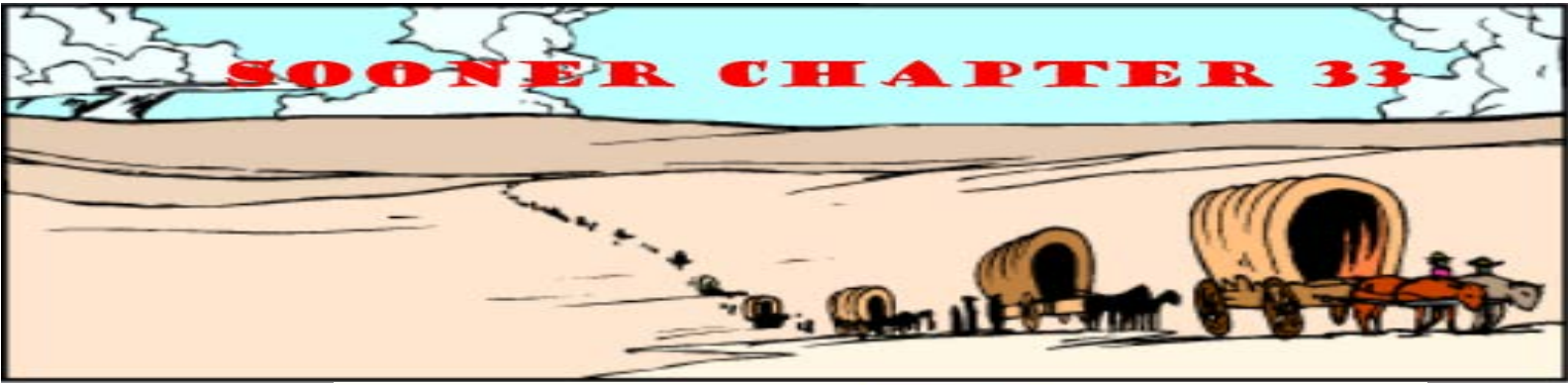


SOONER CHAPTER 33



IRWA

INTERNATIONAL RIGHT OF WAY ASSOCIATION

December 2009

JANUARY MEETING

DATES TO REMEMBER – 2009

- | | |
|-----|--|
| 400 | Principles of Real Estate Appraisal Oklahoma City February 22 – 23, 2010 |
| 200 | Principles of Real Estate Oklahoma City March 25 – 26, 2010 |
| 501 | Residential Relocation Assistance Oklahoma City April 12 – 13, 2010 |
| 502 | Business Relocation Assistance Oklahoma City May 24 – 25, 2010 |

The January meeting of Chapter 33 will be held on January 15, 2010 at 11:30 a.m. at the County Line Bar-B-Q Restaurant, located at 1226 NE 63rd Street in Oklahoma City. Dennis Box with the firm of Williams, Box, Forshee & Bullard, PC will be the guest speaker.

Please e-mail Marilyn Massey at mmassey@ufsrw.com to let her know if you will be attending the meeting. We are trying to get an accurate number of attendees.

Negotiation Tip

Ed Opstein, SR/WA, RW-NAC, RW-RAC

Preparation and Expectation are not the same! On Monday, a troubled little boy was expected to arrive at his new pre-school. He was a terribly abused child in a foster home. People in his old school said he was a serious problem. That's what his new school advisor was told.

The little boy who arrived was totally different. Everyone enjoyed him, especially those who did not know his background. His new advisor had prepared for him but did not EXPECT bad behavior. Maybe they were just lucky, or maybe they treated him in a "normal" way.

When you plan to see a property owner, prepare for it but do not let your expectations get in the way. What you expect may happen because your behavior coaches it into action. Prepare for reality and Expect a Positive Solution! Then, work toward that success. Be a Healthy Negotiator.

**SOONER CHAPTER 33
2009 - 2010 OFFICERS & DIRECTORS**

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

Vice President:
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

Secretary: **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

Treasurer: **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

**Director
One 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

**Director
Two Year:** **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

COMMITTEE CHAIRS

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

Please continue to watch the Chapter 33
website located at www.irwach33.org.



Message from the President December 2009

Sooner Chapter 33 Members:

Our last meeting was held at Freddie=s Steak House in Sapulpa on November 6th. The weather was nice, we had a very good turnout and everyone had a great time. I would like to thank Alex Souder for the excellent speaker that he lined up for this meeting. Mr. Roger Venables spoke on his responsibilities as the City of Arlington, Texas, Real Estate Manager and more particularly about the Dallas Cowboys stadium project.

In last month=s message I focused toward encouraging your involvement and support of our profession and the IRWA at the Chapter, Region and International level. Did you know that our chapter, the Sooner Chapter, is the 13th largest Chapter in the Association with 194 members? We have a very large Chapter and it continues to grow so I encourage you to join a committee or run for an office. There are plenty of opportunities to get involved and if you are interested, please let any Chapter 33 officer or myself know.

Speaking of supporting your Association, note that the December 31, 2009 deadline for renewing your IRWA Membership for 2010 is rapidly approaching. If you have not taken care of this issue, please do so to avoid any lapse in your membership.

The next Region 2 meeting will be the Winter Forum to be held on February 4 - 5, 2010 in New Orleans, Louisiana. This meeting will be here before you know it, so be sure to make your hotel reservations and other arrangements well in advance.

Oh, the Christmas Season, I love this time of year as it brings out the best in most people. Take

pause and enjoy the moment for these times do not come around often. Amidst all the hustle and bustle, other general chaos in life as well as the crummy economy, try to pour out some blessings on others. It will make a huge difference in your life.

I would like to wish everyone and their families a very AMerry Christmas and a AHappy New Year. May God bless you all.

I look forward to seeing you all at our January 15, 2010 meeting in Oklahoma City at the County Line BBQ restaurant.

Kevin Stout, SRWA, R/W-NAC
Chapter 33 President

IRWA CHAPTER 33 MINUTES OF MEETING Freddies SAPULPA, OKLAHOMA 6 November 2009

President Kevin Stout called the meeting to order at 11:53 a.m. Secretary Bill Sanders reported 21 members and 3 guests for a total of 24 present.

The membership discussed the published minutes of the 25 September 2009 meeting. Ed Opstein moved to accept the minutes as shown. Steve Benson seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS

Treasurer

Treasurer, Rick Park, reported balances of
\$ 73,992.97 in the checking account,
11,062.96 in one CD, and
31,916.27 in another CD for total liquid assets
\$116,972.20 for the chapter.

Membership

Membership Chair, Lori Vernon, reported the Chapter has 10 newly approved members:

Colin Dubois
Brenda Salazar
Juliet Adams
Stuart Bell
Thomas Daniel
Charles Kusiak
Michelle Lester

**James Rainey
Robert Turner
Jon Love**

Plus a membership transfer from Chapter 20:
Sean McDonald

Lori cautioned all members that dues must be paid by 30 January to avoid penalty.

Education

Education Chair, Kevin Stout, reported:

C801 was completed in October; and C503 will be held 7 December.

Professional Development

The following is a listing of Chapter members who most recently have pursued a new step in their professional development:

- Aaron Adkins, R/W-NAC - Completed and Passed Relocation Exam for R/W-RAC
- Kim Greenlee - Awarded R/W-RAC Certification
- Kim Wall, R/W-RAC - Passed SR/WA Exam, Submitted Completion Application
- Lori Vernon, R/W-RAC - Passed SR/WA Exam, Submitted Completion Application
- Sara Wyly, R/W-RAC - Passed SR/WA Exam, Submitted Completion Application
- John Story, III - Candidate for SR/WA
- Diana Barlow - Candidate for SR/WA

At the international level of the IRWA, efforts are continuing to be made by the International Professional Development Committee (IPDC) to review, comment on, and assist in the development of several vital initiatives. These include –

- Review of proposed restructuring of the IRWA Credentials system according to preliminary plan developed by the Credentials Task Force and recommendations for implementation,
- Review and recommendations regarding processing of applications for Candidacy and Completion of IRWA Credentials,
- Development of guidelines for clarifying “relevant experience” for credentials,
- Developed a new URA Certification that, generally speaking, has requirements that exceed the Relocation Certification,

- Roughly 500 additional online courses have been selected and are now available through the IRWA website,
- A new system for reviewing prospective IRWA facilitators was developed by creating a Master Facilitator Panel to conduct future facilitator selection events,
- A new Course has been developed C304, *When Agencies Collide*. This will be presented for the first time at the FAU in January, 2010

Let me know when you have a question regarding professional development in the IRWA. I'm happy to help you.

Ed Opstein, SR/WA

New Business

President Kevin Stout appointed Steve Benson to the office of Treasurer as Rick Park resigned. Steve will serve the remainder of Rick's term.

Starting with the next election, the positions of Treasurer and Secretary will swap. Thus, upon entering the officer rotation, the member first serves as Secretary, then Treasurer, then Vice-President, then President.

The Annual Conference will be held 27-30 June, 2010 in Calgary, Alberta. We need to confirm auction items for the conference. Lori Vernon moved, and Judy Strout seconded the motion, to donate \$2,000 to the Canadian IEF. The chapter membership approved the motion.

Bill Sanders moved, and Rick Park seconded the motion, to send 1st & 2nd year directors and the chapter President to the Annual Conference at chapter expense (with trickle down to next chapter officers if any decline). The chapter membership approved the motion. Similarly, the chapter membership approved to send the chapter President and Vice-President to the Region 2 conference.

The Region 2 Winter Forum will be in New Orleans, 4-5 February 2010 at the Hotel Monteleone. Chapter 33 is to host the 2011 Winter Forum in Tulsa. Steve Benson nominated Tamara Benson to chair the committee to produce the Forum, and Rick Park seconded. The chapter membership approved the motion.

The Region 2 Refresher Seminar will be 4-6 August 2010. Chapter 33's session is valuation. All

tentative topics and speakers must be in by 4 February 2010.

Guest Speaker was Roger Venables of the City of Arlington, TX, who discussed right-of-way issues surrounding the new Dallas Cowboys stadium.

A short period of question and answer followed the presentation.

A drawing was held for two \$25.00 door prizes. **John Story** and **Bob Gray** were the winners.

The next meeting is set for 15 January in Oklahoma City at the County Line BBQ.

The meeting was adjourned at 1:21 p.m.

Attest:
Chapter Secretary, William J Sanders

New Member Application
Larry D. Fourkiller

| IRWA CHAPTER 33 2009 – 2010 EDUCATION COURSES | | | | |
|--|-----------------|-----------------|-----------------|--|
| COURSE | NO. DAYS | DATE | LOCATION | |
| 400 Principles of Real Estate Appraisal | 2 | 2/22 – 23/2010 | Oklahoma City | |
| 200 Principles of Real Estate | 2 | 3/25 – 26/2010 | Oklahoma City | |
| 501 Residential Relocation Assistance | 2 | 4/12 – 13/2010 | Oklahoma City | |
| 502 Business Relocation Assistance | 2 | 05/24 – 25/2010 | Oklahoma City | |
| 103 Ethics and the R/W Profession | 1 | 09/13/2010 | Oklahoma City | |
| 800 Principles of Real Estate Law | 2 | 11/08 – 09/2010 | Oklahoma City | |

Congratulations to the Chapter for its success this year in supporting the IR/WA.

We wish everyone continued and greater success in the new year.

THANKS TO OUR ADVERTISERS!

If you are interested in advertising in the 2010 series of Chapter 33 Newsletters, please remit a check for \$75.00 made payable to IRWA Chapter 33 to Steve Benson, Universal Field Services, Inc., P.O. Box 35666, Tulsa, OK 74153-0666, (918) 494-7600. Please submit by February 15th, 2010.



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