

# SOONER CHAPTER 33



## IRWA

INTERNATIONAL RIGHT OF WAY ASSOCIATION

February 2010

### APRIL MEETING

#### DATES TO REMEMBER – 2010

- 400 Principles of Real Estate Appraisal  
Oklahoma City  
March 1 - 2, 2010
- 200 Principles of Real Estate Negotiation  
Oklahoma City  
March 25 – 26, 2010
- 501 Residential Relocation Assistance  
Oklahoma City  
April 12 – 13, 2010
- 503 Mobile Home Relocation  
Oklahoma City  
May 3, 2010
- 502 Business Relocation Assistance  
Oklahoma City  
May 24 – 25, 2010

The April meeting of Chapter 33 will be held on Friday, April 2, 2010 at 11:30 a.m. at Andy B's, 8711 S. Lewis, in Tulsa. After lunch and the business meeting, bowling will be held from 1:00 to 3:00 p.m.

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

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#### Negotiation Tip

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

People's expectations are based on their impressions. One of the main reasons that people will take action is when their expectation is that they will be satisfied with the action they take. A person

may be hungry but they probably will not stop at any supermarket, convenience store or restaurant they pass by. They will stop at the place where they believe/feel their expectations will be satisfied.

When you are dealing with someone inside your organization or a client outside it, look for cues of what they need to have satisfied and whether that fits within your settlement range. If they get the impression that what you have to offer may satisfy them, they will be interested in dealing with you.

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*"Although fate presents the circumstances, how you react depends on your character."*

*Anonymous*

.....  
*"The people who are crazy enough to think they can change the world are the ones who do."*

*TV commercial for Apple Computer*

.....  
*"Sometimes we stare so long at a door that is closing that we see too late the one that is open."*

*Alexander Graham Bell*

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Please frequently visit the Chapter 33 website  
located at [www.irwach33.org](http://www.irwach33.org) for useful  
information.



## Message from the President January 2010

Sooner Chapter 33 Members:

Our last meeting was held at County Line BBQ in Oklahoma City on January 15th. We had a very good turnout, the food was great and our speaker gave a nice talk. Again, I would like to thank Alex Souder for scheduling the excellent speaker for the January meeting. Mr. Dennis Box spoke on the impact of Kelo vs. New London, Ct., ODOT vs. Kelly and ODOT vs. Little on Oklahoma's eminent domain proceedings.

I recently attended the Region 2 Winter Forum in New Orleans, LA from February 4 - 5, 2010. This meeting was very well attended by the Chapters in our region. We are very fortunate to be in a Region that is so active and full of life. The main reason our Region is so vibrant is because of the efforts of all the volunteers working to further our profession.

Some of the highlights of the Region Forum were:

- Election of Steve Beck as Region Chair
- Election of Georgia Snodgrass as Region Vice-Chair
- Election of Ana Rausch as Region Treasurer/Secretary
- The Region Website is up and running, the url is [irwaregion2.org](http://irwaregion2.org)
- The theme selected for the 2010 A&M Seminar is "Education Round-Up"
- The Region 2 Winter Forum will be in Tulsa, Oklahoma in 2011

At our next meeting we will be nominating and electing a new slate of officers which is a prime opportunity to get involved. If this seems like too much too fast then I would encourage you to join a committee and work your way up from there. Remember that one of the most unique things

about our organization is that it is almost all volunteers doing the work, so do not think that you are going to be out there all alone. As volunteers the support that we give each other is just as important and prominent as the support that we give to the organization. So, there are plenty of opportunities to get involved and if you are interested please let any Chapter 33 officer or myself know.

Although the infamous groundhog has predicted more doom and gloom of winter, rest assured that sooner or later we will thaw out and we will have a whole new season to enjoy. Take time as winter is winding down and enjoy the moment for what it is, because there will not be another chance for the here and now.

Our next meeting will be on April 2, 2010 at Andy B's in Tulsa. We will have lunch and the Chapter 33 business meeting which includes election of officers and the selection of Chapter 33's Professional of the Year. To top it all off we will be throwing in a little fun by bowling after the meeting. I hope to see you there.

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

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### IRWA Chapter 33 Minutes of Meeting County Line BBQ Oklahoma City, Oklahoma 15 January 2010

President **Kevin Stout** called the meeting to order at 12:15 p.m.

Secretary **Bill Sanders** reported 23 members and 2 guests for a total of 25 present.

The membership discussed the published minutes of the 6 Nov 2009 meeting.

**Bill Sanders** moved to accept the minutes as shown.

**Alex Souder** seconded the motion.

The minutes were approved as published.

### COMMITTEE REPORTS

Treasurer  
Not present

## Membership

Membership Chair, **Lori Vernon**, reported the Chapter has 2 newly approved members: **Larry Fourkiller** of the Cherokee Nation in Tahlequah, OK, and **Jennifer Whitey** of Wilson & Co out of Albuquerque, NM.

## Education

Education Chair, **Kevin Stout** – No report at this time.

## Professional Development

Professional Development Chair, **Ed Opstein**, reported:

Recertification approvals were earned by **Ronda Jackson** for SR/WA, for **Larry Guthrie** for R/W-AMC, and for **Anelia Antonova** for R/W-RAC. Applications for R/W-URAC Candidacy were received from **Lisa Harrison**, **Donna Roche**, **Sean Harrison**, **Alex Souder** and **Melissa Browning**. And, the SR/WA Designation has been earned by **Sara Wyly** and **Kim Wall**. Congratulations to these professionals!

Note: if you wish to submit an application for candidacy or completion to IRWA HQ, please discuss with the Professional Development Chair first!

## Nominations and Elections

Nominations and Elections Chair, **Joe Coates**, reported:

Two positions are open for chapter officers: Secretary and Treasurer. Please forward nominations to **Joe Coates** for processing.

## Old Business

President **Kevin Stout** reported there are still some Chapter 33 polo shirts left unclaimed. See Kevin if you need one.

Regarding the Ethics Course slated for this September, **Judy Strout** moved the first 25 members that register for the course be granted free admission. **Lori Vernon** seconded the motion. The motion passed by unanimous vote.

## New Business

The Region 2 Winter Forum is scheduled for 4-5 February, 2010 in New Orleans, LA, at the Hotel Monteleone. Chapter 33 will host the 2011 Winter Forum in Tulsa, with **Tami Benson** as chair of the hosting committee.

The Annual Education Conference will be 27-30 June 2010 in Calgary, Alberta. **Jennifer Harrison** will obtain auction items as designated.

The 48<sup>th</sup> Annual Region 2 IRWA Refresher Seminar is set for 4-6 August 2010. Chapter 33 will host the session on valuation. Tentative topics and speakers are due to be named by 4 February 2010.

Guest Speaker was **Dennis Box** of Williams, Box, Forshee and Bullard, P.C., who discussed impacts of Kelo v. New London CT, ODOT v Kelly and ODOT v Little on Oklahoma eminent domain proceedings.

A short period of questions and answers followed the presentation.

A drawing was held for two \$25.00 door prizes.

The winners were **Sean Harrison** and **Sara Wyly**.

The next meeting is set for: 11:30 a.m., 2 April 2010, at Andy B's Bowling Alley in Tulsa. Bowling will follow the meeting.

**Kevin Stout** moved the meeting be adjourned; **Joe Coates** seconded the motion. Membership approved the motion. The meeting was adjourned at 12:40 p.m.

Attest:

Chapter Secretary  
**William J Sanders**

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## New Member Application

**Austin Hacker**  
**Victor Vaughn Salamy**  
**Darin C. Savage**  
**Jennifer L. Whitey**

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## Treasurer's Report

Balance as of 12/31/2009:

Checking account:	\$44,862.42
CDs (approx.)	<u>\$50,000.00</u>
Total	\$94,862.42

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**IRWA CHAPTER 33  
2009 – 2010 EDUCATION COURSES**

<b>COURSE</b>	<b>NO. DAYS</b>	<b>DATE</b>	<b>LOCATION</b>
400 Principles of Real Estate Appraisal	2	3/1 – 2/2010	Oklahoma City
200 Principles of Real Estate Negotiation	2	3/25 – 26/2010	Oklahoma City
501 Residential Relocation Assistance	2	4/12 – 13/2010	Oklahoma City
503 Mobile Home Relocation	1	5/3/2010	Oklahoma City
502 Business Relocation Assistance	2	05/24 – 25/2010	Oklahoma City
207 Practical Negotiations for US Federal Funded Land Acquisitions	2	06/10 – 11/2010	Oklahoma City
103 Ethics and the R/W Profession	1	09/13/2010	Oklahoma City
401 The Appraisal of Partial Acquisitions	4	October 2010	Oklahoma City
800 Principles of Real Estate Law	2	11/08 – 09/2010	Oklahoma City

**Professional Development -**

*Why IRWA?* It may seem like an odd question, but it's good to reflect now and then as to what IRWA means to you. There are a lot of organizations to capture our attention and time. So, what's the purpose of IRWA in your life?

Those who are involved in the Association discover many benefits including personal growth through leadership opportunities at the Chapter, Region, and International levels, developing meaningful relationships and having fun with people who understand our work, and the personal satisfaction of earning valued credentials such as Certifications and the Designation as well as becoming recognized for that expertise.

Professional development is one of the main purposes of the IRWA. It leads to better business opportunities, more job satisfaction, and great memories. You have available vast resources for enhancing your knowledge and understanding of this unique business while enjoying the process. The IRWA website has extensive tools for learning more about Professional Development (see SR/WA Program Guide and information on Certification Programs under the *Education* tab on the IRWA website) or contact me. I'm happy to help you move ahead.

Ed Opstein, SR/WA,  
Chapter 33, PDC Chair  
(800) 447-9191  
eopstein@ufsrw.com

**Did you know?**

*The first chocolate chip cookie was invented in 1937 by Ruth Graves Wakefield (1905-1977) of Whitman, Massachusetts, who ran the Toll House Restaurant.*

*The Toll House Restaurant site was once a real toll house built in 1709, where stage coach passengers ate a meal while horses were changed and a toll was taken for use of the highway between Boston and New Bedford, a prosperous whaling town.*

*The Wakefields sold the restaurant in 1966. It burned down on New Year's Eve in 1984. One of Ruth's favorite recipes was an old recipe for 'Butter Drop Do' cookies that dated back to colonial times. The recipe called for the use of baker's chocolate.*

*One day Ruth found herself without a needed ingredient. Having a bar of semisweet chocolate on hand, she chopped it into pieces and stirred the chunks of chocolate into the cookie dough. She assumed that the chocolate would melt and spread throughout each cookie.*

*Instead, the chocolate bits held their shape and created a sensation. She called her new creation the Toll House Crunch Cookies. The Toll House Crunch Cookies became very popular with guests at the inn, and soon her recipe was published in a Boston newspaper, as well as other papers in the New England area.*

*Soon after, word of the chocolate chip cookie spread!*

*Copied*

**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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