



MESSAGE FROM THE PRESIDENT

Happy New Year! Have you set your personal and professional goals for 2013? We have a full year ahead to make them happen and, as you know, the right tools make the job easier.

Last December I added to my “tool box” by attending IRWA Course 219, Introduction to Presentation, Facilitation and Instruction. I took the course because it is required to be accepted into the Instructors Clinic, but I walked away with skills that help my professional career on a daily basis. Lisa Harrison did a wonderful job teaching three methods of communication which are Presentation, Facilitation, and Instruction. Each member of the course was challenged to speak using one of the three methods for three to five minutes each day; then we had to evaluate each other on areas to improve and areas where we excelled.

This class took each participant out of their comfort zone and challenged them to speak in ways that clearly defined the content and method of presentation. I want to encourage each of you to find a way to add to your “Professional Tool Box” this year. As a member of the International Right of Way Association you have a multitude of opportunities at your fingertips. So get out of your comfort zone and start building your tool box of skills in 2013!

Lori Vernon, SR/WA, RW-RAC

President



Lori Vernon,
SR/WA, R/W-RAC
IRWA Chapter 33 President

MEETING REMINDER

Next Friday, January 25, Chapter 33 will hold its next Chapter meeting, and *YOU are invited!* We'll gather at 11:30 a.m. at Ted's Café located at 2836 NW 68th Street in Oklahoma City, OK.

Our speaker, Derek T. Blackshare, P.E., CHMM will present on the **“Environmental Obstacles in Pipeline Permitting & Construction – Current Trends in Oklahoma.”** Please see Derek's bio on Page 3 of this newsletter.

We will also discuss the upcoming Winter Forum and Chapter 33 contribution to the Education Foundation, among other things. Reminder about scholarship applications: they are due by March 31!

We look forward to seeing you!

2012-2013 OFFICERS & DIRECTORS

PRESIDENT:

Lori Vernon, SR/WA, R/W-RAC
 Universal Field Services, Inc.
 P.O. Box 35666
 Tulsa, OK 74153-0666
 (918) 494-7600
 E-mail: lvernon@ufsrw.com

TREASURER:

Sara Wyly, 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: swyly@ufsrw.com

DIRECTOR ONE YEAR:

Alex Souder, SR/WA, R/W-RAC
 Pinnacle Consulting Management
 Group, Inc.
 1141 N. Robinson, Suite 402
 Oklahoma City, OK 73103
 (405) 879-0600
 E-mail: asouder@pinnaclegroup.biz

VICE PRESIDENT:

Aaron Adkins, SR/WA, R/W-URAC,
 R/W-NAC, R/W-RAC
 Pinnacle Consulting Management
 Group, Inc.
 1141 N. Robinson, Suite 402
 Oklahoma City, OK 73103
 (405) 879-0600
 E-mail: aadkins@pinnaclegroup.biz

SECRETARY:

Richard Park
 Enterprise
 210 Park Avenue, Suite 1600
 Oklahoma City, OK 73102
 (405) 239-5751
 Fax: (713) 803-1316
 E-mail: repark@eprod.com

DIRECTOR TWO YEAR:

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

2012-2013 COMMITTEE CHAIRS

MEMBERSHIP:

Sasha Jbara, R/W-RAC
 Universal Field Services, Inc.
 P.O. Box 35666
 Tulsa, OK 74153-0666
 (918) 494-7600
 E-mail: sjbara@ufsrw.com

EDUCATION

Kevin Stout, SR/WA, R/W-RAC,
 R/W-NAC
 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

PROFESSIONAL DEVELOPMENT:

Tamara Benson, SR/WA, R/W-RAC,
 R/W-URAC
 Universal Field Services, Inc.
 P.O. Box 35666
 Tulsa, OK 74153-0666
 (918) 494-7600
 E-mail: tbenson@ufsrw.com

NEWSLETTER EDITOR:

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
 E-mail: eopstein@ufsrw.com

SCHOLARSHIP COMMITTEE

Sara Wyly, SR/WA, R/W-RAC
 Universal Field Services, Inc.
 P.O. Box 35666
 Tulsa, OK 74153-0666
 (918) 494-7600
 E-mail: swyly@ufsrw.com

EDUCATION

IRWA CHAPTER 33—2012 EDUCATION COURSE DATES

COURSE	NO. DAYS	DATE	LOCATION
900 Principles of Real Estate Engineering	2	02/25 - 26/2013	Oklahoma City
105 The Uniform Act Executive Summary	1	03/29/2013	Oklahoma City
501 Residential Relocation Assistance	2	04/29 - 30/2013	Oklahoma City
104 Standards of Practice for R/W Professional	1	09/09/2013	Oklahoma City
SRWA Study Session	3	09/30 - 10/02/2013	Oklahoma City
403 Easement Valuation	1	11/04/2013	Oklahoma City

OUR FEATURED SPEAKER



Derek Blackshare is CEO & President of Blackshare Environmental Solutions of Tulsa, Oklahoma. Derek received a MS in Industrial Engineering & Management and a BS in Mechanical Engineering, both from Oklahoma State University. Derek has over 25 years of experience in the environmental consulting and engineering industry. He specializes in complex compliance issues with a variety of regulations and is widely recognized as an expert on environmental issues involved with real estate.

Derek is a Registered Professional Engineer (PE) in Oklahoma and Texas, a Certified Hazardous Materials Manager (CHMM), and a Leadership Oklahoma Class XXIV graduate.

Mr. Blackshare is past Chair of the International Right of Way Association's (IRWA) Environment Committee and a certified instructor for IRWA's environmental courses. In addition, Derek instructs a graduate-level engineering college credit course on hazardous materials and environmental management.

Derek is also on the Environmental Programs Advisory Board for Oklahoma State University.

Derek was raised in northwest Oklahoma and, in his spare time, enjoys hunting, golf, and snow skiing.

CHAPTER NEWS

VOLUNTEER OPPORTUNITIES

We are always looking for a few good men and women to get involved with Chapter 33—and there are plenty of opportunities!

Kevin Stout is looking for assistance with the Education Committee. If you are interested, please contact Kevin at kstout@odot.org.

Sara Wyly is seeking help from others with an interest in Social Media to assist or head with the newly established Social Media committee. If you would like to volunteer, please contact Sara at swyly@ufsrw.com.

We have established a Pipeline Committee, chaired by Trevor W. Smith, and a Utility Committee, chaired by Russell D. Verba. If you would like to be on either of these committees, please contact Russell or Trevor at verbard@oge.com or trevor.smith@chk.com.

IRWA INTERNATIONAL UTILITY COMMITTEE MEETING HELD ON 01.09.13

By: Russell Verba

Course 218 Revision Project: This is going to be a two-day introductory course on Utilities for non-transportation projects (similar to Course 215 but geared toward electric utilities). A subcommittee is working on a power point presentation, glossary of terms and exam with HQ.

Communications Subcommittee: There was discussion on IRWA "Member Network", which is a social network, and resources page for IRWA members. We are going from a hard copy newsletter to an email newsletter.

IUC is participating in a discussion in DC on the potential of annual payments for easements/permits on government land.

Wireless Communications: looking for participation on IUC (lacking any wireless parties at this time.)

2013 IUC Conference Programs: Encroachments, Annual payments, Clean Energy Efforts in Africa, Marcellus Shale, 2012 Project of the Year presentation: the Sunrise Powerlink, Utility Roundtable, plus other sessions.

Excursion tour: Tour of a surface coal mine.

IRWA REGION 2
2013 IRWA Region 2
WINTER FORUM

February 6-8, 2013

Feb 6, 2013, 8 a.m. - 5 p.m.

Course 105 "The Uniform Act Executive Summary"

Feb 7-8, 2013 Winter Forum

Feb 7th 1pm to 5pm and

Feb 8th 8:30am - Noon

**JANUARY 2013
CHAPTER 33
NEWSLETTER**

NEGOTIATION TIP

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

Every successful salesperson works to build a relationship with their prospect or customer. It grows trust and helps communications. Keeping one's distance from the prospect can create suspicion and defensiveness. What impressions do you create in dealing with people?

Creating a positive relationship in R/W work must be planned and then executed with a positive attitude. Without a plan, a positive attitude can come across as weak to the other party. The plan and attitude are directed to your objective. The goals may be in dispute but your effort to reach them will be understood and respected.

Progressively introduce yourself over a period of contacts. Positively state what you look forward to accomplishing. Gather information and clarify questions. Focus on your objective while gathering and sharing information. This builds understanding and moves the parties into a relationship. The more problems you solve, the clearer the path will be to your objective. The more understanding that exists between the parties, the more decisively they can act. Then, everyone can move ahead. Build understanding, and you will build success.

We are on the web!
www.irwach33.org



THANKS TO OUR ADVERTISERS!

If you are interested in advertising in the 2013 series of Chapter 33 Newsletters, please remit a check for \$75.00 made payable to IRWA Chapter 33 to Sara Wyly, SR/WA, R/W-RAC, Universal Field Services, Inc., P.O. Box 35666, Tulsa, OK 74153.

Let's Work Together
UNIVERSAL FIELD SERVICES, INC.
Offices Nationwide
www.ufsrw.com
(800) 447-9191

PINNACLE
CONSULTING MANAGEMENT GROUP, INC.

1141 N. ROBINSON AVE., SUITE 402 OFFICE (405) 879-0600
OKLAHOMA CITY, OK 73103 FAX (405) 604-4627
OKC@PINNACLEGROUP.BIZ

BLACKSHARE
ENVIRONMENTAL SOLUTIONS
www.blackshare-env.com

PILGRIM LAND SERVICES

Program/Project Management
Right of Way & Real Property Acquisition
Relocation Assistance
Appraisal & Appraisal Review
Property Management
Title Research/Due Diligence
...a pattern of excellence.
Paragon Partners Ltd.
Norm Henenberg, Regional Manager
888-899-7498
www.paragon-partners.com

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

**PROFESSIONAL DEVELOPMENT
A NEW YEAR, A NEW (CREDENTIALLED) YOU!**

As we rang in the New Year, I am sure many of you made resolutions to eat healthier, exercise more, lose weight, spend more quality time with your family, and all of those other staple resolves that we seem to forget after a few weeks.

Why not take the New Year and resolve to earn yourself a professional certification? With IRWA's Generalist Career Path and Specialty Certifications, it's easy to put some letters behind your name! These Chapter 33 members have done it within the last month:

Diana Barlow, R/W-RAC – submitted completion application for

SR/WA

Coleen Magness – submitted completion application for SR/WA

Alaina Szlavy – submitted completion application for ARWP

As your Chapter Professional Development Chair, I am available and anxious to meet with you to develop a personalized path for your professional growth.

Why not make 2013 the year you do something for yourself – GET CREDENTIALLED!

Tamara Benson

SR/WA, R/W-RAC, R/W-URAC
Chapter 33 PDC