



MESSAGE FROM THE PRESIDENT

First of all, I would like to acknowledge and thank Aaron Adkins for all his hard work this past year while serving as President. Aaron is very dedicated to our organization and it shows in his passion to establish and grow our Chapter's Young Professionals group. We are a better Chapter for having had his leadership and guidance this past year.

One of the exciting duties of being your President is attending the Annual Education Conference in Hartford, CT this year as a representative of our Chapter. The conference was a success with 1,035 attendees from all over the U.S. as well as other countries. It is very exciting to see our organization grow and touch people across the globe.

I wanted to share some of the key points of this year's Board meeting from Hartford. One of the main topics was a resolution to increase dues over the next four years. This increase is going to be a two-step process spaced out over the next three years. The invoices mailed out this November will show an increase to \$215.00 for an active regular member and \$230.00 for members with the Senior Designation. This increase will remain in effect for two years. In November of 2016 the invoices will reflect a second increase to \$225.00 for active regular members and \$240.00 for members with the Senior Designation.

It was announced that The Right of Way International Education Foundation would be receiving approximately \$76,000.00 from the golf tournament and Monday night event; both held during the Education Conference. In addition to money raised at these two events every chapter pledges to make a donation to the RWIEF. This year our Chapter donated \$751.00 but in past we have made donations as large as \$20,000.00 to support the foundation.

There was also an exciting vote to pick the destination of the 2019 Annual Education Conference. Las Vegas, NV, Portland, OR, and Minneapolis, MN were the three destination candidates. Portland, OR won the bid but it took at least three voting sessions for them to receive the necessary 51%. Due to the close bid, it has since been announced that the 2020 annual conference will be held in Minneapolis, MN. There's a lot going on at all levels of the IRWA. You're part of a dynamic group of professionals. The more you're involved the more enriched you'll be! *Join the fun!*

Sara Wylly SR/WA, R/W-RAC, President, Chapter 33



Sara Wylly
SR/WA, R/W-RAC

NEXT CHAPTER MEETING

The next Chapter 33 meeting will take place during the Alex E. Souder Invitational Golf Tournament held on October 10, 2014 at 9 a.m. at the Coffee Creek Golf Course at 4000 N. Kelly Avenue, Edmond, OK 73003. There will be a shotgun start at 9:00 a.m. and lunch will follow the golf tournament along with a brief chapter meeting. The weather should be great and we look forward to seeing everyone on the golf course! Call Bart Waits or Colin DuBois at (918) 494-7600 for more information or to RSVP.

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THANK YOU FOR YOUR SERVICE!

IRWA CHAPTER 33 MINUTES OF MEETING

President **Aaron Adkins** called the meeting to order at 7 p.m. Membership Chair **Sasha Jbara** reported 48 members and 16 guests for a total of 64 present. Attendees introduced themselves and their guests. The membership voted and approved the published minutes of the April 18, 2014 meeting. **Lori Vernon** moved to accept the minutes as shown. **Sara Wyly** seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS

TREASURER

Treasurer, **Richard Park**, reported balances of:

- \$40,904.08 in the checking account,
- \$11,347.96 in one CD, and
- \$32,886.88 in another CD for total liquid assets of
- \$85,138.92 for the chapter.

MEMBERSHIP

Membership Chair, **Sasha Jbara**, reported the Chapter has 10 new applicants:

- Kyle S. Detwiler, Magellan Midstream Partners, L.P.
- Matthew R Dowdell, Phillips 66 Company
- David L. Horton, Superior Title Services, Inc.
- James L. Keith, Superior Title Services, Inc.
- Chris Mach, Coates Field Services
- Greg A. Martinez, Dakota Midstream
- Stevie M. Martinez, City of Tulsa
- Audrey M. Meshek, Elote Café and Catering
- Mike T. Spoonmore, Superior Title Services, Inc.
- Courtney H. West, Coates Field Services, Inc.

Russel Verba moved to approve the new applicants. **Patrick Park** seconded the motion. The applicants were approved as members of Chapter #33.

Since May, Chapter 33 received and approved via email vote the following membership applications:

- Christy Ferguson, Universal Field Services, Inc.
- Mary Hargraves, Universal Field Services, Inc.
- Rebecca Krusz, Sullivan Consulting LLC
- Jarrett Morrison, Magellan Pipeline LP
- Collin Weibel, Chesapeake Energy

EDUCATION

Education Committee Chair, **Kevin Stout**, had no report.



PROFESSIONAL DEVELOPMENT

Professional Development Committee Chair, **Tamara Benson**, reported: Wesley Smith received SRWA designation.

SCHOLARSHIP COMMITTEE

Scholarship Committee Chair, **Sara Wyly**, reported: Rebecca Curtis was presented with the \$2,500

scholarship from Chapter 33. She is a Business Marketing Major at Oklahoma State with aspirations of working in the oil and gas industry. Rebecca received the award and gave an acceptance speech.

NOMINATIONS AND ELECTIONS

Nominations and Elections Committee Chair, **Annette Owens**, reported: **Bill Sanders** won a Professional of the Year award.

PIPELINE

Pipeline Committee Chair, **Trevor Smith**, had no report.

UTILITY

Utility Committee Chair, **Russell Verba**, had no report.

SOCIAL MEDIA

Social Media Committee Chair, **Lacie Jones**, reported on the Young Professionals meeting. They met for the first time on May 30, 2014. They plan to schedule more events in the Oklahoma City and Tulsa areas.

NEW BUSINESS

Lacie Jones, Chris Gomez, Rick Park, Sara Wyly, Aaron Adkins, and Lori Vernon were sworn in as the new officers for the chapter. **Sara Wyly** gave an acceptance speech for becoming the new incoming President for the chapter.



OLD BUSINESS

There were 31 people that played at the golf outing on May 30, 2014 before the meeting.

Bart Waits moved the meeting to be adjourned. **Collin Dubois** seconded the motion. The meeting was adjourned at 7:22 PM.

ATTEST: **Christopher Gomez**,
Chapter 33 Secretary.

Young Professionals



Earlier this summer, on August 21, the Young Professionals group had its first event at the Pinot's Palette in Bricktown, OKC, OK. About 20 people showed up for a fun evening of networking and building relationships.

The Yo Pro group is planning a Volunteer Day on Thursday November 13th from 10am-12pm at the Tulsa Food Bank in Tulsa. To RSVP, please mail Lacie @ljones@meshekengr.com.

Helping Our Communities

Our Chapter contributed \$5,000 to the American Red Cross for the Oklahoma Tornado Relief Fund this year. The letter sent as a response to our donation said, *"It's hard to believe that a year has already passed since the devastating tornadoes and storms battered communities in our state. The devastation from these disasters broke hearts and changed lives forever. If it was not for your support and generosity, the American Red Cross would not have been able to help the thousands of people impacted by the destruction."* We are proud of our Chapter's contribution to our local community. If you would like to read the One Year Report from the Red Cross on how the funds were used, please copy and paste this link into your web browser:
http://www.redcross.org/images/MEDIA_CustomProductCatalog/m32540080_Oklahoma_Tornadoes_One-Year_Update_Final.pdf



PROFESSIONAL DEVELOPMENT

CHANGES TO CERTIFICATIONS

Effective September 1, 2014, IRWA made some significant changes to our certification programs:

> **Retirement of the Associate Right of Way Professional Certification (ARWP)**

In an effort to streamline and accelerate our credentialing pathway to the SR/WA, IRWA considered feedback received from individuals, Chapter PDC and Education Chairs and industry leaders. The new three-stage process will more accurately align with the curriculum being developed across all four industry career pathways.

> **Retirement of the Environmental Certification (R/W-EC)**

The frequency of access to this certification has been steadily dropping, however the relevance of the ROW area continues to be of paramount importance across all of our industry career pathways. Environment is now being repositioned as a key and critical topic content area that will now be included across ALL four of our industry career pathways.

> **Revisions to Coursework Requirements for Right of Way Appraisal Certification (R/W-AC)**

Please visit www.irwaonline.org and go to Education tab to find a complete description of the changes to these certification programs.

> **Revisions to Coursework Requirements for Right of Way Appraisal Cross Certification Program**

The coursework requirements for this cross certification have been changed to require the completion of IRWA C-431, Problems in the Valuation of Partial Acquisitions.

IRWA CHAPTER 33—2014 EDUCATION COURSES

COURSE	NO. DAYS	DATE	LOCATION
100 Principles of Land Acquisition	4	09/29 -10/2/2014	Oklahoma City, OK
504 Computing Replacement Housing Payments	2	11/03/2014	Oklahoma City, OK

2014 CHAPTER 33 NEWSLETTER

NEGOTIATION TIP

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

There's an old saying that it's crazy to think you can do *the same things* you've been doing but expect better results. The most important ingredient is usually the same – You. So, you might ask yourself what you're willing to change about what *you do* to become more successful. The best negotiators are always looking at that.

Many people reflect on who they are and are working on enhancing skills, understanding, and well-being. From that, they can better deal with and solve the problems that enter their lives. Problem solving is at the heart of good negotiating.

A book that came out in the early 1980's remains the "bible" of basic concepts for negotiators. It was called "Getting to Yes" by Fisher and Ury. Here are some of their problem solving principles:

- Focus on the problem not the people (if there IS a problem)
- Focus on interests and not positions
- Invent options for mutual gain
- Use objective criteria
- Remain open to other viewpoints
- Be creative

Clouding the process are the usual issues of personalities, unknown agendas, and other parties, but the above points can help the process stay on track and minimize the distortions brought in by personal issues. Ask yourself what you could be doing to be more successful and more satisfied. *You can do it!*

www.irwach33.org



THANKS TO OUR ADVERTISERS!

If you are interested in advertising in the 2014-2015 series of Chapter 33 Newsletters, please remit a check for \$75.00 made payable to IRWA Chapter 33 to Christopher Gomez, Terra Resources, LLC, 429 West Wilshire Blvd Suite A, Oklahoma City, OK

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REAL ESTATE NEWS ITEMS

Here's a valuable link to see some of the impressive Power Point presentations from the IRWA Education Conference in Hartford, CN –

<http://www.irwaonline.org/eweb/DynamicPage.aspx?Site=hartford14&WebKey=cf7e348c-8784-413b-bcc3-fab413bd865b>

You can view the latest financials of the Association from links at the bottom of this page:

http://www.irwaonline.org/eweb/dynamicpage.aspx?site=IRWA2010&webcode=ll_july2014

Find resources on the site of the Appraisal Institute at:

<http://www.appraisalinstitute.org/>

Or, the Federal Highway Administration (FHWA) at:

<http://www.fhwa.dot.gov/>

Or the Bureau of Land Management (BLM) at:

<http://www.blm.gov/wo/st/en.html>

Or the Federal Energy Regulatory Commission (FERC) Market Oversight page:

<http://www.ferc.gov/market-oversight/market-oversight.asp>