



## MESSAGE FROM THE PRESIDENT

I recently represented Chapter 33 at the Region 2 Spring Forum in Austin, TX. Upon arrival, the weather was anything but spring like, but even uncooperative weather can't hide the quirky nature of Austin.

The Forum was well attended and one of the main topics of conversation was the addition of Chapter 85 in Mexico to our Region. Currently, Mexico has one Chapter that is organized around the Mexico City vicinity. At the point that Mexico is able to support three Chapters then it will then be eligible to become its own Region. It is anticipated that this will happen within a 5 to 7 year time frame.

Chapter 85 is a new Chapter and they are working to become financially viable. Many of our Region 2 instructors have taken their own time and funded their own trip to go to Mexico to provide IRWA instruction to our newest Chapter. While many of the IRWA classes won't apply to the methodologies currently practiced in Mexico, such as the relocation class series; it was surprising to see that many of the basic classes actually are being taught and received very well in Mexico City. The ability to have these classes and instructors that donate their time also allows Chapter 85 the financial benefits that come with hosting classes.

Lastly, the decision was made to have the 2016 Spring Forum in Mexico. The location is being discussed currently, but the majority of attendees were leaning toward a destination of Cancun sometime in March 2016. This poses a bit of an issue with spring break, but if you are able to attend the forum next year you will have the promise of fun in the sun while networking with other right of way professionals from our Region!

*Sara Wyly SR/WA, R/W-RAC, R/W-URAC*  
President, Chapter 33



**Sara Wyly**  
SR/WA, R/W-RAC,  
R/W-URAC

## NEXT CHAPTER MEETING

The next Chapter 33 meeting will take place on Friday, March 27, 2015 at Andy B's Bowling in Tulsa, OK located at 8711 South Lewis Avenue, Tulsa, OK 74137 (telephone 918-299-9494). Board Meeting will start at 11:00 AM; Chapter Meeting & Lunch from 11:30 AM-1:00 PM; Bowling from 1:00 – 3:00 PM. There will be fun prizes for those who bowl. At this meeting we will be voting on incoming officers for the next year and Chapter Professional of the Year so **WE NEED YOU TO BE THERE!** We look forward to seeing you!

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**THANK YOU FOR YOUR SERVICE!**

## IRWA CHAPTER 33 MINUTES OF MEETING

Vice President **Richard Park** called the meeting to order at 1:08 p.m. Secretary **Lacie Jones** reported 49 members and 19 guests for a total of 68 present. Attendees introduced themselves and their guests. The membership voted and approved the published minutes of the November 21, 2014 meeting. **Russell Verba** moved to accept the minutes as shown. **C.E. Crozier** seconded the motion. The minutes were approved as published.

## COMMITTEE REPORTS

### TREASURER

Treasurer, **Chris Gomez**, reported balances of:  
 \$ 26,782.33 in the checking account,  
 \$ 11,376.36 in one CD, and  
 \$ 32,985.68 in another CD for total liquid assets of  
 \$ 71,144.37 for the chapter.

### MEMBERSHIP

**Ed Opstein** for Membership Chair, **Sasha Jbara**, reported the Chapter has 6 new applicants:  
 - Angela M Allen, City of Oklahoma City  
 - David Scott Hughes, Kinder Morgan  
 - Eric Meyers, Universal Field Services Inc.  
 - Jennifer A Motter, Burns & McDonnell Engineering  
 - Stephen Skalovsky, Cycle Land Services, LLC  
 - Deana A Skalovsky, Cycle Land Services LLC

**Lisa Harrison** moved to approve the new applicants. **Colin DuBois** seconded the motion. The applicants were approved as members of Chapter 33.

### EDUCATION

Education Committee Chair, **Kevin Stout**, reported: he will be stepping down June 30, 2015. Lisa Harrison volunteered to take over the Education Committee Chair.



**Kevin Stout** announced upcoming courses:  
 Apr. 20 - C600 Environmental Awareness.  
 May 18 - C402 Introduction to the Income Capitalization Approach

**Kevin Stout** presented Janet Meshek her SR/WA Certificate.

### PROFESSIONAL DEVELOPMENT

Professional Development Committee Chair, **Tamara Benson**, had no report.

### NOMINATIONS AND ELECTIONS

Nominations and Elections Committee Chair, **Annette Owens**, announced: elections are due before the next meeting.

### SOCIAL MEDIA

Social Media Committee Chair, **Lacie Jones**, reported: like our Facebook page and our events, more activity from everyone makes it more valuable.

### NEWSLETTER

Ed Opstein requested that members send in articles, pictures, or tips regarding certain industries. Also, anyone with new IRWA certifications or designations – to let him know so that they can be recognized.

### YOUNG PROFESSIONALS

Young Professionals Committee Co-Chairs **Lacie Jones and Chris Gomez**, reported: Young Professionals Volunteer Event will be February 26, 2015 at Escape OKC. Email with details to come.

### NEW BUSINESS

IRWA Education Conference in June. Register by March 13 before the price goes up. Book hotel rooms ASAP.

### OLD BUSINESS

2015 Winter Forum March 5-6, 2015 Austin, TX – Donation to the Region 2 of \$1,000.00.

Guest Speaker was **David Todd** with the City of Oklahoma City, who gave a presentation on the MAPS 3 Update.

A drawing was held for two \$25.00 door prizes. The winners were **Rita Henze** and **Tim Mikles**.

The next meeting is set for: March 27, 2015 at Andy B's Bowling in Tulsa, OK. Installation Banquet will be in May. Details TBD.

**Kevin Stout** moved the meeting be adjourned. **Annette Owens** seconded the motion. Membership approved the motion. The meeting was adjourned at 1:30 p.m.

ATTEST: **Lacie Jones**,  
 Chapter 33 Secretary.

### IRWA CHAPTER 33 INSTALLATION BANQUET GOLF OUTING

You are invited to participate in a golf outing before the installation banquet on **Friday, May 8th, 2015** at **Forest Ridge Golf Club**, 7501 E. Kenosha Broken Arrow, OK 74014. Shotgun start will be at **9:00 A.M.**

The cost is **\$58.00** per person (includes cart, greens fee, range balls). To enter, please email [bwaiats@ufsrw.com](mailto:bwaiats@ufsrw.com) or [cdubois@ufsrw.com](mailto:cdubois@ufsrw.com). You may also call Bart Waits or Colin DuBois at (918)494-7600.

Bring your money to the course and you will pay there. **Important:** please call or e-mail no later than **May 1st** to ensure the count is correct.

**(This is not a tournament and if you wish to play with a particular group just let us know. Single players will be added to groups of less than four players).**



### YOUNG PROFESSIONALS

The Young Professionals had a great time at The Escape OKC on February 26, 2015. Out of the three groups only one figured out all the clues/codes and escaped! We had a great time networking and working together to solve the puzzles. After The Escape, we went over to Cuppies & Joe for some coffee and cupcakes. This was our most interactive event thus far! It was great getting to work with other members and getting to know them better. We are looking forward to our next events! If you haven't already – "Like" our Facebook page for updates on news and events within the Chapter and the International Organization.



*Have you ever noticed all those letters after the names of some people? For example, in our Young Professionals group, we have Lacie Jones, RWA, CFM and Aaron Adkins, SR/WA, R/W-URAC, R/W-NAC, R/W- RAC. Lacie holds Certifications as a Right of Way Agent and as a Flood Plain Manager. Aaron has the SR/WA Designation and Certifications in the Uniform Act, Acquisition Negotiations, and Relocation Assistance. WOW! These are talented people! You can do the same, and there are people who will help you.*



## INTERNATIONAL PROFESSIONAL DEVELOPMENT COMMITTEE UPDATE MARCH 19, 2015

The following are some of the summary notes from the last report of the IPDC.

### Overview of Q4 2014:

- Refined pathways for industry specific designations and certifications (RWA, RWP and SR/WA for Transportation, Electric Utilities, Oil & Gas Pipelines and Generalist)
- Updated courses for USPAP and MAP 21 changes
- Reviewed, simplified certification/designation application processes.

### IPDC Key Projects:

- Develop questions for SR/WA Capstone Exams in all industry specific pathways (Deliverable - June 30, 2015)
- Develop 1-page Program Checklists/Guides for each industry pathway (Deliverable - March 31, 2015)
- Conduct Table Reads of the 27 courses required in each industry pathway (Deliverable - June 30, 2015)

### Curriculum Planning:

- Developing plan to integrate Courses 103 and 104 into one course.
- C-218 (Right of Way Acquisition for Electric Transmission Projects) - developing schedule for pilot courses for 2015
- C-100 - modifying course for 16 credits (going from 4 day to 2 day class)
- SR/WA Capstone Exams being developed for each industry

### Instruction

- Existing Instructors are required to recertify by June 30, 2017
- Updating current roster of approved instructors
- Correspondence will be sent advising each instructor of the requirement to take C-219 to remain on approved Instructor list
- Updated Instructor Policies and Procedures Manual now includes new scoring system based on Course Quality Survey

## CHANGES TO THE RIGHT OF WAY GENERALIST CAREER PATH

With the retirement of ARWP Certification, we now have a three-level Generalist Program. The number of credit units of coursework required for each level are as follows:

- RWA Certification – 64 credit units of beginning courses. For details, please see the RWA Program Guide.
- RWP Certification – 80 credit units of beginning, intermediate and/or advanced courses. For details, please see the RWP Program Guide.
- SR/WA Designation – 64 credit units of intermediate and/or advanced courses. For details, please see the SR/WA Program Guide.

Link to Right of Way Generalist Career Path Overview: <http://www.irwaonline.org/eweb/dynamicpage.aspx?webcode=generalist>

For the list of beginning, intermediate and advanced courses, please see the Course Listing Overview. [https://www.irwaonline.org/EWEB/upload/bundles/2015/Overview\\_of\\_IRWA\\_Courses.pdf](https://www.irwaonline.org/EWEB/upload/bundles/2015/Overview_of_IRWA_Courses.pdf)

In addition to the Generalist Career Path, IRWA also offers Specialist Certification Programs in six disciplines:

- R/W-AC Appraisal Certification
- R/W-AMC Asset/Property Management
- R/W-NAC Negotiation and Acquisition Certification
- R/W-RAC Relocation Assistance Certification Program
- R/W-URAC Uniform Act Certification Program
- Appraisal Cross Certification Program

Link to Right of Way Specialist Career Path Overview: <http://www.irwaonline.org/eweb/dynamicpage.aspx?>



**2015 CHAPTER 33  
NEWSLETTER**

**NEGOTIATION TIP**

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

Interpersonal communication is a delicate dance of facts and impressions. Too often, the impressions rule over facts. That fouls the opportunity to reach agreement. We see the conflict of emotion-laced communications daily in the “sound bite” style of news, political speech, and entertainment. What are the emotions versus the facts with words like “incredible,” “conservative/liberal,” “celebrity,” “crisis,” or simply “important!” The confusion also dominates negotiation moments when conflicts arise.

As we objectively know, the most successful agreements are those that serve the interests of the parties and not just their positions on an issue. When emotion-based impressions take over, the fact-based interests can get lost. When the “words are flying,” an agent dealing with an owner or tenant, or in a supervisor/subordinate situation, the parties must see through the rhetoric to sort out what their interests are and not just the emotional positions.

As Plato said, “words are not things.” Look beyond the words and focus on the important things. Knowing that leads to more success. Good luck!



We are on the web!  
[www.irwach33.org](http://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 73116.

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**PROFESSIONAL DEVELOPMENT**

Make a note of the upcoming IRWA educational courses and invest in your professional development:

IRWA CHAPTER 33—2015 EDUCATION COURSES			
COURSE	NO. DAYS	DATE	LOCATION
600 Environmental Awareness	1	04/13/2015	OKC, OK
402 Into to the Income Capitalization Approach	1	05/18/2015	OKC, OK
104 Standards of Practice for R/W Pro.	1	09/14/2015	OKC, OK
SRWA Study Session	3	10/19-21/2015	OKC, OK
505 Advanced Residential Relocation Assistance	1	11/16/2015	OKC, OK
105 The Uniform Act Executive Summary	2	12/14/2015	OKC, OK