



MESSAGE FROM THE PRESIDENT

I know it is an old overused adage, but time really does fly. A year ago I was about to be installed as President and extremely nervous about the idea of standing at that lectern speaking to a room full of my peers. I took the leap because I believe in the advancement of our profession and the IRWA is the vessel to assist in that journey. I also hoped to inspire our membership to become involved in the leadership of our great chapter by showing that you don't have to be a great orator to make a difference.

The fact that I followed in the footsteps of past presidents such as Aaron Adkins, Lori Vernon, Bill Sanders, Alex Souder, Kevin Stout, Tami and Steve Benson, made the task a little more daunting, but I also learned so much from each and every one of these previous leaders. We are such a strong chapter because of their efforts and their continued commitment to our membership.

Looking toward the future, I firmly believe we will continue to grow as a Chapter, and I look forward to the installation of incoming President Rick Park. Rick has a great knowledge base of our industry and has been involved in the IRWA for many years. He will have a great support system in VP Chris Gomez, Treasurer Lacie Jones, and incoming Secretary Sean Harrison. The mix of experience that Rick and Sean share and the new, innovative ideas from our young professionals, Chris and Lacie, will be the recipe for outstanding things from this group.

I have learned so much this past year about the Association, the rewards of fellowship and networking and about leadership in general. I have greatly appreciated the opportunity to serve Sooner Chapter 33.

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 IRWA Chapter 33 Installation Banquet will be held on **Friday night, May 8th, 2015** at the Hard Rock Hotel & Casino in Tulsa, OK. Cocktails begin at 5:30 pm in the Cherokee Salon with dinner following at 6:30 pm. Please RSVP to swyly@ufsrw.com.

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THANK YOU FOR YOUR SERVICE!

IRWA CHAPTER 33 MINUTES OF MEETING

President **Sara Wyly** called the meeting to order at 12:02 p.m. Membership Chair **Sasha Jbara** reported 33 members and 3 guests for a total of 36 present. Attendees introduced themselves and their guests. The membership voted and approved the published minutes of the January 16, 2015 meeting. **Lori Vernon** moved to accept the minutes as shown. **Colin DuBois** seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS

TREASURER

Treasurer, **Chris Gomez**, reported balances of:
 \$ 31,719.15 in the checking account,
 \$ 11,376.36 in one CD, and
 \$ 32,985.68 in another CD for total liquid assets of
 \$ 71,081.19 for the chapter.

MEMBERSHIP

Membership Chair, **Sasha Jbara**, reported the Chapter has 6 new applicants:

- Luda Dyachenko, Universal Field Services
- Debra Hurd, One Gas
- Jerod Johnston, Canyon Land
- Patricia (Niki) Patterson, Universal Field Services
- Carrie Ragsdale, Pinnacle
- Oliver Tobin, Cycle Land Services

Ed Opstein moved to approve the new applicants. **Sally Johnson** seconded the motion. The applicants were approved as members of Chapter 33.

EDUCATION

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



PROFESSIONAL DEVELOPMENT

Professional Development Committee Chair, **Tamara Benson**, reported: IPDC is currently working on the new pathways for SRWA – making them more specific. She also presented **Gretchin Fisher** and **Robert Blackwell** with plaques for the SR/WA Designation.

NOMINATIONS AND ELECTIONS

Sara Wyly for Nominations and Elections Committee Chair, **Annette Owens**, reported: Young Professional of the Year Nomination is **Lacie Jones** and Professional of the Year Nomination is **Ed Opstein**.

SOCIAL MEDIA

Social Media Committee Chair, **Lacie Jones**, reported: Like our Facebook Page! International's Facebook Page liked our status and is sharing them with the International Association. More movement from our membership = more beneficial.

NEWSLETTER

Ed Opstein requested that anyone with new IRWA certifications or designations would let him know so that they can be recognized. IRWA liked the small section from our newsletter with upcoming education courses.

YOUNG PROFESSIONALS

Young Professionals Committee Co-Chair **Lacie Jones** reported: Young Professionals Volunteer Event was held on February 26, 2015 at The Escape OKC and then Cuppies and Joe in OKC. Event was very well attended and probably the best for small group interaction.

NEW BUSINESS

New officer slate presented:

President - Richard Park; **Vice President** - Christopher Gomez; **Treasurer** - Lacie Jones; **Secretary** - Sean Harrison

Lisa Harrison moved to approve the new slate of officers. **Colin DuBois** seconded the motion. The new slate of officers were approved.

OLD BUSINESS

Region 2 Spring Forum: Board approved \$1,000 to reception and \$300 to Gold Outing.

Lisa Harrison raised a questions about Chapter 33's intention for 1 and 2 Year Directors to vote at the Conference. Discussion was placed on hold until board discusses and decision is made. Currently no changes have been made – directors that are available will represent the chapter at the conference and place their votes. If they cannot attend – they will give a proxy to someone from the chapter who is available to attend.

The next meeting is TBD. Installation Banquet is set for May 8, 2015.

Tami Benson moved the meeting be adjourned. **Lori Vernon** seconded the motion. Membership approved the motion. The meeting was adjourned at 12:30 p.m.

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

YOUNG PROFESSIONALS

Chapter 33 Young Professionals enjoyed another successful “get together” networking event on April 23 at the Main Event in Tulsa. The group had a great time getting to know each other over billiards and shuffleboard.

If you would like to get involved with Chapter 33 YoPros, please contact Lacie Jones at ljones@meshekengr.com.



Have you made plans to attend the IRWA’s 61th Annual International Education Conference? This valuable industry event offers many educational opportunities and network with hundreds of right of way professionals.

Do not miss out, you can still register today!

PROFESSIONAL OF THE YEAR AWARD

Chapter 33 congratulates Ed Opstein, SR/WA, R/W-RAC, R/W-NAC, on his Professional of the Year award. Ed has been a member of the IRWA for 30 years and in Chapter 33 for 10 years. With his teaching a wide range of IRWA classes, involvement in the International Local Public Agency Committee and as Co-Chair of the International Professional Development Committee, Ed has also consistently served Chapter 33 as its Professional Development Chair for six years and as the newsletter editor for three. Ed’s innovative ideas, willingness to take on new tasks and serve in behind the scene positions continue to make us a premier chapter. Congratulations, Ed, for this well-deserved professional accomplishment!

YOUNG PROFESSIONAL OF THE YEAR AWARD

Chapter 33 recognized Lacie Jones, RWA, CFM, as a Young Professional of the Year for her enthusiastic contribution as the Co-Chair of Young Professionals Committee and the Social Media Chair. She also serves as the Chapter’s Secretary. Lacie is relatively new to the right of way profession—she joined IRWA in December 2012—but she has already made great strides by earning her RWA Certification and by working toward her R/W-NAC and R/W-RAC Certifications.

THANK YOU FOR YOUR SERVICE!

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 bwaits@ufsrw.com or 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).



BOWLING ALLEY FUN AND RECOGNITION



Meshek Group



OneGasGroup



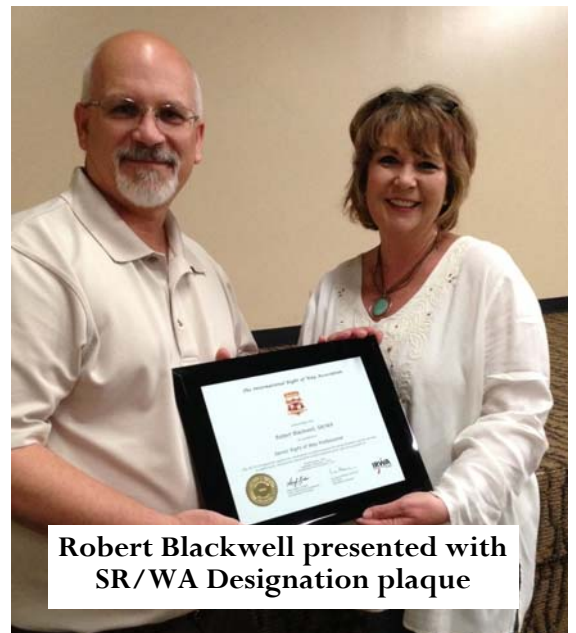
Universal Group



Pinnacle Group



Gretchin Fisher presented with SR/WA Designation plaque



Robert Blackwell presented with SR/WA Designation plaque

**2015 CHAPTER 33
NEWSLETTER**

NEGOTIATION TIP

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

Every successful business and every successful salesperson works to build a positive relationship with their prospect or customer. It helps communications and grows trust. 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 communicating a plan, a positive attitude can come across as weak to the other party. The plan and attitude are directed to your objectives. 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 objectives while gathering and sharing information. This builds understanding and moves the parties into 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. Good luck!



We are on the web!
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.

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
402 Intro 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