



MESSAGE FROM THE PRESIDENT

Kudos to Sara Wyly, Past President Chapter 33! We gratefully thank Sara for a wonderful job as president of Chapter 33 this past year.

Renaissance - a noun

1. the activity, spirit, or time of the great revival of art, literature, and learning in Europe.
2. the forms and treatments in art used during this period.
3. any similar revival in the world of art and learning.
4. a renewal of life, vigor, interest, etc.; rebirth; revival



Rick Park

I became a Right of Way Agent in 1979. I was encouraged by my supervisor to join the American Right of Way Association (ARWA) and still have the Pin. Over the years I have witnessed the changes in the Right of Way profession. In the past, a majority of the right of way workforce was employed by the company - "a company man." Oh yes, I did say "company **man**." There were few women in the field of Right of Way, and those women worked in the office typing Agreements, Easements and requesting checks or checking the Draft Book of the Field Agent.

We have experienced a Renaissance in the world of Right of Way. In fact we have experienced it in the workforce across the world, but none greater than in the United States. Years ago when I went to the field I was equipped with a mimeographed copy of the project, a draft book, a rod scale, carbon paper and Smith Corona typewriter in a hinged box. The easements were general in nature with room to type in the legal description and Grantor's name. The easements were gummed-backed on a pad that contained several easements.

We have experienced a Renaissance. Today we belong to the International Right of Way Association (IRWA). We have computers, smart phones, auto-cad, aerial photography with the route of the project superimposed on the aerial, drop boxes to share the project, and Excel spreadsheets.

We have experienced a Renaissance. We have IRWA chapters around the world. This summer we voted to welcome Mexico as chapter 85 and a member of Region 2. Most important, women are in the field; supervising the field agent; women are decision-makers and owners of Right of Way services firms.

What may you ask does this have to do with IRWA Chapter 33? Our greatest Renaissance is happening now. When you go to the next Chapter meeting, look around the room. As you look around the room the Baby Boomers are gray-haired and have a wealth of information to share. A majority of the members are part of Young Professionals or members who want to be because Young Professionals *do stuff*. We as a Chapter should want to *do stuff*.

I want Chapter 33 to *want to do stuff* this year. Let's DO STUFF. Let's lead the Region in growth; let's lead the Region in Newsletter design; let's lead the Region in education offerings; let's lead the Region period. Become a committee chair or volunteer to serve on a committee. Use your talent. We have few if any with a BS degree in Right of Way. We acquire skills by practice. This will take time and effort from every member. Together let's Do Stuff! Let's be a part of a new Chapter 33 Renaissance!

Rick Park
President, Chapter 33

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THANK YOU FOR YOUR SERVICE!

IRWA CHAPTER 33 MINUTES OF MEETING

President **Sara Wyly** called the meeting to order at 5:58 p.m. Membership Chair **Sasha Jbara** reported 33 members and 11 guests for a total of 44 present. Attendees introduced themselves and their guests. The membership discussed the published minutes of the **March 27, 2015** meeting. **Colin DuBois** moved to accept the minutes as shown. **Aaron Adkins** seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS AS OF MAY 8, 2015

TREASURER

Treasurer, **Chris Gomez**, reported balances of:
 \$ 26,792.36 in the checking account,
 \$ 11,376.36 in one CD, and
 \$ 32,985.68 in another CD for total liquid assets of
 \$ 71,154.40 for the chapter.

MEMBERSHIP

Membership Chair, **Sasha Jbara**, reported the Chapter has no new applicants.

PROFESSIONAL DEVELOPMENT

PDC Chair, **Tamara Benson**, reported that she has sent several designation applications to headquarters- they are working on those and to keep them coming. She also mentioned in July, our Chapter will be hosting the Pilot of the 2 day version of Course 100.

GOLF

Bart Waits and Colin Dubos reported that 12 golfers golfed earlier in the day at the Forest Ridge Course. They had a great time! Next Golf Outing will be in the fall – location and date to be determined.

YOUNG PROFESSIONALS

Young Professionals Committee Co-Chairs **Lacie Jones**, reported: Last event was in February at Main Event Tulsa. There were a total of 7 attendees. Great time networking! Next event possibly held in June in OKC. Email with details will come to membership. Age for YoPro Group is about 35 or younger OR new to the profession.

ROW INT-L EDUCATION FOUNDATION (RWIEF)

Steve Benson reported: All proceeds from Monday Night Event in San Diego at the International Conference goes toward the Education Foundation. Tuesday's Golf Outing to benefit the Education is already booked completely up with 144 signed up golfers. The goal is to match or raise more than last years \$40,000.00.

IRWA INTERNATIONAL UPDATE

Tim Drennon, Manager of Field Operations from IRWA Headquarters gave an update: IRWA Conference next month in San Diego. Host hotel is sold out. This year is the highest expected attended conference thus far for IRWA. Next year will be in Nashville. Chapter 85, Mexico, will be in attendance at this year's conference. Nigeria and South Africa will also be in attendance. Region 2 Forum next year

will be in Cancun. IRWA is working with China Government to develop a chapter. Saudi Chapter, 7A, has just recently certified 7 individuals with their RWA. They are working to get certified instructors. Chapter 33 was in compliance this past year. There were only 6 chapters not within compliance.

Region 6 will be running a Pilot Program offering SR/WA classes at a discount if you sign up for the program through the Chapter. Program is designed so member can achieve SR/WA within 2.5 years. The program offers about a 20% discount on the required classes. For more information email Tim - drennan@irwaonline.org.

PROFESSIONAL OF THE YEAR

Sara Wyly announced **Ed Opstein** as Professional of the Year! Lori Vernon accepted the award on behalf of Mr. Opstein.

YOUNG PROFESSIONAL OF THE YEAR

Sara Wyly announced **Lacie Jones** as Young Professional of the Year! Lacie Jones thanked the membership.

OFFICER INSTALLATION

Lisa Harrison installed the new officers: **Rick Park**, President; **Lacie Jones**, Treasurer; **Sean Harrison**, Secretary; **Sara Wyly**, Director Two Year; **Aaron Adkins**, Director One Year. Officers were sworn in at this time. **Chris Gomez**, incoming Vice President was unable to attend the banquet and therefore will be sworn in at another time.

INCOMING PRESIDENTIAL SPEECH

Rick Park thanked **Sara Wyly** for her service this past year and addressed the membership stating he was excited for the upcoming year. Rick presented Sara with a plaque for her service.

OUTGOING PRESIDENTIAL SPEECH

Sara Wyly thanked the membership for allowing her to be a part of the leadership of Chapter 33.

The next meeting is TBD. **Lori Vernon** moved the meeting be adjourned. **Bart Waits** seconded the motion. Membership approved the motion. The meeting was adjourned at 7:35 p.m.

ATTEST: Chapter 33 Secretary, Lacie Jones

2ND ANNUAL “ALEX E. SOUDER INVITATIONAL”



There will be a four-man golf scramble on **Friday October 2, 2015** at the **Buffalo Rock Golf & Gun Club - 4615 E. 9th St. - Cushing, OK 74023**. Shotgun start will be at **8:00 A.M.**

\$60.00 per person (Includes cart, greens fee, drinks and lunch)

\$5.00 mulligans (2 per person – not mandatory)

To enter, please contact Bart Waits at bwaits@ufsrw.com or (918) 494-7600.

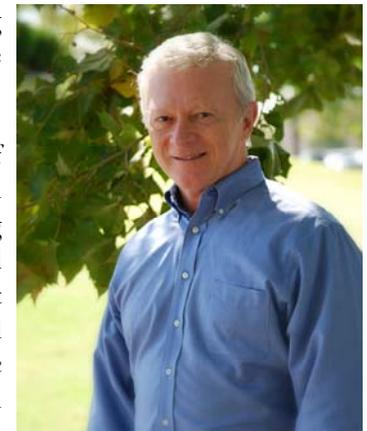
You can bring your form and money to the course; however, please call or e-mail by September 25, 2015 to ensure the count is correct.

Come join the fun! Prizes will be awarded for 1st place, 2nd place, closest to the hole and straightest drive. There will also be door prizes given away with a grand prize. If you do not have a foursome, we will try to pair you with another group, but we cannot guarantee a 4 man team. Drinks will be provided on the course. After golf and lunch (included in golf fee), a Chapter meeting will take place.

NOTE: Have your business name placed on a hole. Hole sponsors—\$250.00

HEY, HERE’S AN IDEA!

That’s a phrase one is likely to hear from Ed Opstein or imagine is tumbling around in his head. Once dubbed the “Imagineer,” Ed has come up with one we didn’t quite expect. He’s going to retire.



He’s certainly earned it. He started in right of way in 1980, worked for half of his career in the public sector and has been with Universal for more than a dozen years. He earned the SR/WA designation from the IRWA along with R/W-NAC and R/W-RAC certifications. He’s a highly regarded instructor of a long list of IRWA courses and is going to Saudi Arabia next month to teach four courses there. Before getting into right of way, Ed earned a Bachelor’s Degree in Business, a Master’s Degree in Public Administration, had a real estate broker’s license, and served four years in active military service.

Ed is a Senior Vice President with Universal Field Services, Inc. and leads corporate marketing, communications, and proposal management while also contributing on the IT Committee, Executive and Operations Committees and wherever else his talents, education, and experience can be put to good use.

As might be “imagined,” he’s probably going to be busy. He’s an active volunteer in his church, he serves on the Board of Directors of Operation Hope Prison Ministry, volunteers as needed for Emergency Infant Services where his wife Mary Ellen serves as the Director of Development, and he’s been eager to finish his second novel and get going on the third and final episode of a trilogy.

Ed said Mary Ellen’s first comment when he said he thought about retiring was, “what are you going to do?” She then paused and said, “never mind.” We think he’s got a few ideas!

Good luck, Ed! Enjoy yourself and keep in touch!

WE ARE FAMILY!

Families provide for their children making sure they have the tools necessary to make their way in the world. Families act as role models for each other; parents lead and train their children; older children model for siblings. Families want the best for the next generations to come.

As RWIEF President Carol Croft, SR/WA so aptly described in her address to the IRWA Board of Directors during the 2015 International Education Conference in San Diego, we are family. We gather each year to transact business and there is true affection for our peers. We look forward to catching up with each other - we know spouses, children and grandchildren. We are truly a professional family.

Nowhere is that more apparent than in the way we support education for today's right of way professionals and the next generation to come. The generosity that members and corporate sponsors showed this year was nothing short of amazing. The Foundations' golf tournament raised \$30,000, the auction \$16,000, the Monday night event \$36,850 and donations of \$45,705 were presented at the Board of Directors' meeting. A grand total of \$128,555!

RWIEF has funded approximately \$500,000 in education and leadership products over the last three to four years and holds current funding commitments of \$182,031. CRWEF has funded approximately \$158,231 in education products over the last four years and holds no current funding commitments. With IRWA's plans to launch six to ten new and revised courses each year for the next three years, your continued support is critical. This year you have emphatically shown your steadfast commitment and support for our family of right of way professionals. On behalf of all in the industry today, and the next generation to come, the RWIEF and CRWEF are ever grateful!



PROFESSIONAL DEVELOPMENT—A NEW EDUCATION PARTNERSHIP

IRWA recently created the Partnership for Infrastructure Professional Education which has been tasked with bringing innovative ideas and subject matter expertise to serve the organization in four critical areas: curriculum oversight, instructor development, external expansion/global collaboration and thought leadership in learning. Leading this effort is Tamara Benson, SR/WA, R/W-URAC, R/W-RAC, who will serve as Chair. The two Vice Chairs include Janet Walker, SR/WA, past Chair of the Professional Development Committee and Carol Brooks, SR/WA, a recipient of the Y.T. Lum Award for outstanding contributions to right of way education. The Partnership Professional Development Committee's first order of business is Instructor Development. Through the creation of this partnership, IRWA is well positioned to serve as the catalyst for leading-edge learning for infrastructure professionals worldwide.

PROFESSIONAL ACHIEVEMENT

Congratulations to the following professionals on achieving their designations and certifications:

- Annette Owens - SR/WA
- Victor Vaughn Salamy - SR/WA
- Chris Mach - R/W-URAC
- Jeff Cooper - RWA
- Michael Robinson - RWA



Congratulations!!!

**2015 CHAPTER 33
NEWSLETTER**

NEGOTIATION TIP

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

Any relationship should be based on reasonable expectations of behavior between the people. But, solving a conflict can be done through domination, submissiveness, litigation, avoidance, and many other ways that settle the issue without reaching agreement. None of those are negotiated because there's *no mutual understanding and acceptance* for agreement. All of those actions are expressions of authority, not leadership.

Right of way projects and organizations create long-term relationships, so it is particularly important that all parties participate as "leaders" in developing and maintaining understanding and acceptance. But, what are the traits of leaders? Here's a sample of accepted characteristics:

- Versatility – being open to new and better ideas
- Communication – openly sharing key information in a positive manner
- Honesty – building trust and credibility while respecting privacy and dignity
- Empathy – respecting the personal concerns and needs of others
- Consistent – Earning respect for being fair while setting and guiding others toward a vision

A good negotiator is also a leader. A good team consists of people with leadership qualities. Ask yourself in what ways you can be more of a leader to be a better negotiator and team member. Improving as a leader enhances your success, and success is good! Good luck; you can do it!



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 Lacie Jones, Meshek & Associates, PLC, 1437 S. Boulder Ave. Ste. 1550, Tulsa, OK 74119.

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NEXT CHAPTER MEETING

The next chapter meeting will be a **Golf Outing** to be held on **October 2, 2015** at the **Buffalo Rock Golf & Gun Club, 4615 E. 9th Street, Cushing, OK 74023**. A four-man golf scramble will start at 8 a.m. followed by a Chapter meeting at 12:00 Noon. We look forward to seeing you!

IRWA CHAPTER 33—2015 EDUCATION COURSES			
COURSE	NO. DAYS	DATE	LOCATION
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

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