

# LOS ANGELES



January

2008

IRWA  
CHAPTER 1



## Upcoming Events

February 19-22, 2008  
Principles of Land Acquisition

March 3-5, 2008  
Comm In Real Estate Acquisitions

April 22  
Valuation Seminar, Quiet Cannon,  
Montebello, CA



## President's Message

By: Andrew Thompson,  
SR/WA

Happy New Year! Welcome back to the International Right of Way Association. I hope your holidays were safe and full of joy and that you are beginning 2008 with great

expectations.

It is customary at this time of year to thank our entire Chapter 1 2007 Board of Directors for all their hard work and dedication. I would like to give special recognition to Bryan Riggs, SR/WA, MAI who lead our Chapter with enthusiasm to produce a very successful year. He continued in the tradition of all of our Past Presidents and I offer him my sincere congratulations for

## Membership Luncheon

January 22, 2008

Membership Luncheon at  
Steven's Steakhouse –  
networking at 11:30am, lunch at  
12 noon

**Free to all Active  
Chapter 1  
Members who reply  
to Cheryl @ 310-  
378-2061**

a job well done.

Additionally I would like to thank Vivian Howell, SR/WA, R/W-RAC, R/W-NAC, and William Larsen who will be continuing their service on the Executive Board in 2008. Vivian will hold the office of President Elect and International Director while Bill will become our Treasurer. I welcome Konstantin Akhrem to the Executive Board who was elected to serve as the 2008 Secretary.

Within this newsletter you will find a complete list of our 2008 Board of Directors and their positions. I would like to thank and acknowledge everyone who has agreed to donate their time and efforts to the organization: Michael Popwell, SR/WA, Keith Dang, SR/WA, MAI, Dan Kazden, Cheryl DeMucci, Mark Brusca, Michael Yoshiba, Esq., Artemis Manos, Kelly Kitasato, David Graeler, Esq., Heather Riggs, Art Cordero, PLS, SR/WA, Mohammed Estiri, Ph.D, Gary Valentine, SR/WA, MAI, Duncan Robb, SR/WA, R/W-AMC, Bill Von Klug, SR/WA, R/W-RAC, Tom Hanley, P.E., and Teri Kortens.

I hope you take advantage of your membership and join us for some great courses and seminars which we have scheduled for 2008. Along with the long standing Valuation Seminar and Fall Seminar we will co-host the Los Angeles Infrastructure Seminar in May. All of our events and courses will be advertised within the Newsletter and on our website at [www.irwa-chapter1.org](http://www.irwa-chapter1.org). So please keep checking.

Our General Membership Meetings will get started January 22<sup>nd</sup> when our guest speaker, David Rosenthal, MAI, MBA will provide some insight into what direction the economy is heading in 2008. And don't forget this is our Free Membership Luncheon. Please make sure you have your membership dues paid and that you respond to our evite in order to take advantage of a free meal. Otherwise, it will be \$16.00 at the door. We will also recognize the winners of our 2007 Small and Large Employers of the Year, Professional of the Year, Professional Service Award, and Scholarship Awards.

I look forward to serving the organization as your President and hope to have a successful 2008. I welcome any suggestions you may have to improve the Chapter.

## New Members

Name	Company Name	Referred By
Thomas Lim, MAI	Southland Valuation, Inc.	
Theodore Khachaturian	Sullivan, Workman, & Dee, LLP	Joyce Riggs
Margarita E. Cabrera	Sanitation Districts of Los Angeles County	Jane Fong
Karen McCreary	Sullivan, Workman, & Dee, LLP	Alan Sozio

**IRWA Chapter 1  
2008 Officers and Executive Board**

<i>President and International Director</i>	<b>Andrew Thompson, SR/WA</b> Southern California Gas Company	213-244-5032	<a href="mailto:athompson@semprautilities.com">athompson@semprautilities.com</a>
<i>President-Elect and International Director and Tri-Chapter Chair</i>	<b>Vivian Howell, SR/WA, R/W-RAC, R/W-NAC</b> LAWA	310-417-0450	<a href="mailto:vhowell@lawa.org">vhowell@lawa.org</a>
<i>Treasurer</i>	<b>Bill Larsen</b> Integra Realty Resources	818-593-7200	<a href="mailto:wlarsen@irr.com">wlarsen@irr.com</a>
<i>Secretary</i>	<b>Konstantin Akhrem</b> Paragon Partners, Ltd.	714-379-3376	<a href="mailto:kakhrem@paragon-partners.com">kakhrem@paragon-partners.com</a>
<i>Professional Development</i>	<b>Michael Popwell, SR/WA</b> LA Community Dev. Com.	323-890-7195	<a href="mailto:michael.popwell@lacdc.org">michael.popwell@lacdc.org</a>
<i>Nominations and Awards</i>	<b>Bryan Riggs, MAI, SR/WA</b> Riggs & Riggs, Inc.	805-578-2400 ext 101	<a href="mailto:riggsinc@sbcglobal.net">riggsinc@sbcglobal.net</a>
<i>Education</i>	<b>Keith Dang, MAI, SR/WA</b> AFI Valuation Group, Inc.	310-378-0309	<a href="mailto:afivaluation@aol.com">afivaluation@aol.com</a>
<i>Membership</i>	<b>Dan Kazden</b> Riggs & Riggs, Inc.	805-578-2400 ext 104	<a href="mailto:dankazden@sbcglobal.net">dankazden@sbcglobal.net</a>
<i>Luncheon</i>	<b>Cheryl DeMucci</b> Epic Land Solutions, Inc.	310-378-2061	<a href="mailto:cheryldemucci@epicland.com">cheryldemucci@epicland.com</a>
<i>Webmaster</i>	<b>Mark Brusca</b> Riggs & Riggs, Inc.	805-578-2400 ext 105	<a href="mailto:markbrusca@sbcglobal.net">markbrusca@sbcglobal.net</a>
<i>Newsletter</i>	<b>Natalie Michelson</b> JPI Studios, Inc.	818-634-6932	<a href="mailto:aunttalie@aol.com">aunttalie@aol.com</a>
<i>Law</i>	<b>Michael Yoshiba, Esq.</b> Richards, Watson & Gershon	213-626-8484	<a href="mailto:myoshiba@rwglaw.com">myoshiba@rwglaw.com</a>
<i>Valuation Seminar</i>	<b>Artemis Manos</b> Southern California Gas Company	714-634-3141	<a href="mailto:agmanos@semprautilities.com">agmanos@semprautilities.com</a>
<i>LA Infrastructure Seminar</i>	<b>Kelly Kitasato</b> City of Pasadena		<a href="mailto:kkitasato@cityofpasaden.com">kkitasato@cityofpasaden.com</a>
<i>Fall Seminar</i>	<b>David Graeler, Esq.</b> Nossaman, Guthner, Knox & Elliott LLP	213-612-7800	<a href="mailto:dgraeler@nossaman.com">dgraeler@nossaman.com</a>
<i>Historian</i>	<b>Heather Riggs</b> Riggs & Riggs, Inc.	805-578-2400	<a href="mailto:hnriggs@sbcglobal.net">hnriggs@sbcglobal.net</a>
<i>Engineering/Survey</i>	<b>Art Cordero, PLS, SR/WA</b> City of Los Angeles	213-482-7192	<a href="mailto:apcor75a@yahoo.com">apcor75a@yahoo.com</a>
<i>Environmental</i>	<b>Mohammed Estiri, PhD</b> Eco & Associates, Inc.	714-832-5427	<a href="mailto:mestiri@panenv.com">mestiri@panenv.com</a>
<i>Pipeline/Utility</i>	<b>Gary Valentine, MAI, SR/WA</b> Valentine Appraisal & Assoc.	661-288-0198	<a href="mailto:gsv@valentineappraisal.com">gsv@valentineappraisal.com</a>
<i>Property Management</i>	<b>Duncan Robb, SR/WA, R/W - AMC</b>	909-627-2590	<a href="mailto:duncary@msn.com">duncary@msn.com</a>
<i>Liaison</i>	<b>Tom Hanley, P.E.</b> Paragon Partners	714-379-3376 ext 222	<a href="mailto:thanley@paragon-partners.com">thanley@paragon-partners.com</a>
<i>Title</i>	<b>Teri Kortens</b> Land America Commercial Services	213-330-3084 310-210-6741 cell	<a href="mailto:tkortens@landam.com">tkortens@landam.com</a>

**Membership Drawing**

At each chapter luncheon we draw a name from the Chapter 1 roster and if that person is in attendance, they win a cash prize. The drawing starts at \$100 and increases \$10 for each month that there isn't a winner. We haven't had a winner in a while. January's drawing will be for \$100 so be sure to be there in case your name is drawn!

## **IRWA Chapter 1's**

**January 22, 2008 Economic Update Luncheon**

**Guest Speaker**

**David Rosenthal, MAI, MBA and Principal of  
Curtis-Rosenthal, Inc and MAB Rosenthal, LLC**



**David Rosenthal** is a guest lecturer at UCLA and Loyola Marymount Universities, frequent author of articles for commercial real estate publications including Real Estate Southern California and Western Real Estate Business and his “Economic Update Report” is a regular feature on RENTV.com. Mr. Rosenthal has over 24 years of commercial appraisal experience, worked as a corporate banking lending officer, and is the Director of MAB American Property REIT, Inc.

**Come out on January 22, 2008 and hear in what directions the economy is going!**

**Case of the Month**  
***Reversal of Attorney Fee Recovery in Eminent Domain Matter***  
**REDEVELOPMENT AGENCY OF THE CITY OF LONG BEACH, CALIFORNIA, v.**  
**LEWIS D. MORALES et al.**

**Filed 11/28/07**  
**2007 SOS 6964**  
**(Second District, Division 4)**

by: Michael F. Yoshiba, Esq., Richards Watson & Gershon, a Professional Corporation

The sole issue in this condemnation case was the entitlement of the condemnees to an award of litigation expenses under Code of Civil Procedure section 1250.410 based on a determination that the condemning agency's final offer was unreasonable. The appellate court held that the trial court relied upon incorrect and improper information in evaluating the reasonableness of the final offer by the condemning agency and reversed the award of litigation expenses, directing the trial court to reconsider the issue.

**FACTUAL AND PROCEDURAL SUMMARY**

The Redevelopment Agency of the City of Long Beach (Agency) filed a complaint in eminent domain based upon the Agency appraiser's initial valuation of property at \$1.65 million. Later, the Agency's appraiser prepared an appraisal for trial exchange, with a different date of value. The estimated property value was increased to \$1,952,0000, based on a value of \$32 per square foot and a lot size of 61,000 square feet. The Moraleses' appraiser valued the property at \$3.4 million, based on a value of \$55 per square foot and a lot size of 62,449 square feet. Given the disagreement about the size of the property, the Agency conducted a survey and determined that the true size of the property was 62,544 square feet.

The Agency's appraiser amended his trial appraisal to \$2 million using the correct square footage (62,544 square feet). The Agency's final offer was less than the full amount of the Moraleses' appraisal, because it believed the sales used in the Morales' appraisal were not comparable, but in a strange twist, the Agency also decided not to rely upon its own appraisal.

Instead, the Agency based its final offer on the price-per-square foot of a comparable property across the street from the Morales' property, which sold a week before the date of value. The Agency decided that the sale directly across the street, at the date of value was significant, could not be ignored, and authorized a final offer of \$2.7 million. The \$43.24 per square foot was greater than the price per square foot of comparable sale.

The Moraleses made a demand of \$3,565,000 for the property, later amended to \$3,486,755. Neither the statutory offer nor the statutory demand was accepted.

The jury determined that \$3.45 million was just compensation for the taking of the property. The Moraleses then moved for the costs of litigation, pursuant to section 1250.410, subdivision (b), which provides: "If the court, on motion of the defendant made within 30 days after entry of judgment, finds that the offer of the plaintiff was unreasonable and that the demand of the defendant was reasonable viewed in the light of the evidence admitted and the compensation awarded in the proceeding, the costs allowed pursuant to Section 1268.710 shall include the defendant's litigation expenses." Applying section 1250.410, the court awarded the Moraleses their litigation expenses. The Agency appealed from that order.

**DISCUSSION**

The Agency claimed the evidence didn't support the trial court's determination that its offer was unreasonable, and hence the award of litigation expenses was improper. "Section 1250.410 requires the court to evaluate the reasonableness of the plaintiff's offer in light of the award and the evidence adduced at trial. The trial court's determination of that issue is a resolution of a question of fact and will not be disturbed on appeal if supported by substantial evidence." (Redevelopment Agency v. Gilmore (1985) 38 Cal.3d 790, 808.) Several factors should be considered in determining the reasonableness or unreasonableness of offers pursuant to section 1250.410, including: the amount of the difference between the offer and the compensation awarded; the percentage of the difference between the offer and the award; and the good faith, care, and accuracy utilized in formulating the amount of the offer and of the demand. (Los Angeles County Metropolitan Transportation Authority v. Continental Development Corp. (1997) 16 Cal.4th 694, 720.) "[T]he mathematical relation between the condemner's highest offer and the award is only one factor that should enter into the trial court's determination."

"The purpose of section 1250.410 is to encourage settlement of condemnation actions by providing incentives to a party who submits a reasonable settlement offer or demand before trial." (People ex rel. Dept. of Transportation v. Yuki, supra,

31 Cal.App.4<sup>th</sup> 1754, 1763.) The Agency's offer was open until 10 days before the scheduled trial date, at which point, trial preparation would be underway and the savings to either party, which would ordinarily result from settlement, would be greatly reduced. There is no legal authority requiring the Agency to reinstate its original offer, or to make a new offer. It met its statutory obligation under section 1250.410 with a final offer to pay \$2.7 million, and that was the offer the court should've considered in ruling on the Moraleses' motion for litigation expenses.

The court was required to evaluate the good faith and accuracy of the Agency in formulating its final offer. But in this case, the court erred in calculating the actual and percentage difference between the offer and the compensation awarded, and the court improperly focused on the conduct of the Agency's appraiser, rather than on the conduct of the Agency, in evaluating the Agency's good faith, care and accuracy in formulating its final offer.

Thus, the trial court's order awarding litigation expenses was reversed and the cause remanded for reconsideration.

### Updating your IRWA Membership Information

1. Visit [www.irwaonline.org](http://www.irwaonline.org)
2. Highlight "Resources" in the upper right hand corner and then click on "Membership Directory".
3. Click on Update Member Profile.
4. Enter your User Name and Password and click on Login. Your User Name is your membership number (contained on your membership card and dues renewal notice) and the Password is your last name. The Password is case sensitive, so ensure you capitalize the first letter and leave the rest in non-caps.
5. Update your information and click on "Submit. A new page will come up and you can choose to "Exit" or "Logout".
6. That's it! Your information will be automatically updated on the headquarters master list, which is also the one the Chapter uses for communications. Going forward, Chapter 1 monthly newsletters will be sent out via e-mail so it's important to ensure your e-mail address is current.
7. If you do not have access to the Internet or have any questions about updating membership information, call Bonnie Gray at 310-538-0233.

## IRWA Chapter 1 Professional Development Committee 2007

By: Michael Popwell, SR/WA

The Chapter 1 Professional Development Committee (PDC) consists of six professionals serving the professional development needs of the Chapter 1 membership. All of the PDC members have attained their SR/WA designations, several have additional certifications, and all can provide practical and experienced advice in attaining your right-of-way industry professional designations. The committee members are available to help members sort through the maze of requirements and the sometimes difficult timing issues associated with earning the SR/WA designation. The members, listed below, include professionals in various right-of-way working fields, as well as various geographical areas of the Los Angeles area.

### Current SR/WA and Designation Program Candidates

If you are currently a candidate for the SR/WA designation or, considering to become a candidate (*your candidate registration begins the candidate process and locks in your class and experience requirements*), or would just like more information concerning the SR/WA designation, please feel free to contact one of the Chapter 1 PDC members.

Chair	Michael Popwell, SR/WA Economic/Redevelopment Division, CDC Voice 323.890.7195 Email <a href="mailto:mpopwell@lacdc.org">mpopwell@lacdc.org</a>
Co-Chair	Vivian Howell, SR/WA, R/W-RAC, R/W-NAC Commercial Development, Los Angeles World Airports Voice 310.417.0450 Email <a href="mailto:yhowell@lawa.org">yhowell@lawa.org</a>
Co-Chair	Bill Von Klug, SR/WA Von Klug & Associates Voice 562.234.3226 Email <a href="mailto:w.vonklug@verison.net">w.vonklug@verison.net</a>

Co-Chair           Agusto Pacero, SR/WA  
 Department of Public Works, City of Los Angeles  
 Voice 213.485.5775  
 Email [agusto.pacero@lacity.org](mailto:agusto.pacero@lacity.org)

Co-Chair           Joyce Riggs, MAI, SR/WA  
 Riggs & Riggs, Inc.  
 Voice 805.578.2400 Email [jlriggs@sbcglobal.net](mailto:jlriggs@sbcglobal.net)

Co-Chair           Gary Valentine, MAI, SR/WA  
 Valentine Appraisal & Associates  
 Voice 661.288.0198 Email [gsv@valentineappraisal.com](mailto:gsv@valentineappraisal.com)

**Thinking About Your Professional Development**

If you are thinking about pursuing your professional development in IRWA or currently working on your SR/WA Program or Certification Program, you should go ahead and register as a candidate with International. Time to do so now before the year runs away and it's 2009!

Go to [www.irwaonline.org](http://www.irwaonline.org), under the **RESOURCES** tab on the left, click on the **FORMS & APPLICATIONS** tab, and choose the SR/WA or Certification section, there you will find the Candidacy Application form for each. Complete the form and send it with a check made out to IRWA (\$50 for SR/WA and \$25 per discipline for Certification) to me, your Chapter 1 Professional Development Chair, as follows:

Michael Popwell, SR/WA  
 Community Development Commission  
 Economic/Redevelopment Division  
 2 Coral Circle  
 Monterey Park, CA 91755

To expedite your approval by the Chapter 1 PDC, you may send the entire package, including copy of the check, to me in a PDF file. However, please do follow-up with the original application and check in a timely manner.

**SR/WA Comprehensive Review Class and Exam**

Chapter 1 is sponsoring the SR/WA Comprehensive Review Class and examination during the month of April. I personally recommend this class to all those desiring to attaining their SR/WA designation. If I can get through it with this class, so can you, believe me. All SR/WA Candidates may take this three day class and sit for the comprehensive exams, even if you have not completed your required IRWA classes and experience. However, Candidates must complete the necessary education and experience requirements within five years of passing the examination. Members who have not completed the candidacy process are not eligible for the class.

**Below are the classes Chapter 1 has scheduled for 2008. If you would like to coordinate a class that you need (and get the class free, close to your work/home, and on a date you select!), please contact Keith Dang, the Education Chair for 2007-2008 at [AFIValuation@aol.com](mailto:AFIValuation@aol.com).**

**[Chapter 1 2008 Education Schedule](#)**

<b>Course/Seminar</b>	<b>Date</b>	<b>Location</b>	<b>Coordinator</b>
100 – Principles of Land Acquisition	February 19-22, 2008	Sempre	Dan Kazden (805) 578-2400 ext 104
201 – Comm. In RE Acquisitions	March 3-5, 2008	DPW	Colleen McKenna
SR/WA Comprehensive Ex Review Course	April 2008	SCEC	David Guder
203 – Alternative Dispute Resolution	April 10-11, 2008	Sempre	Mark Bruska
400 – Principles of RE Appraisal	October 6-7, 2008	DPW	Colleen McKenna
502 – Business Relocation	September 4-5, 2008	MTA	Diane Dominguez
600 – Intro to Environmental Issues	September 22, 2008	MTA	Diane Dominguez
803 – Eminent Domain Law Basics	October 23-24, 2008	MWD	Lizeth Olague

**Register Online** [www.irwaonline.org](http://www.irwaonline.org) or Fax this Entire Page to IRWA: 310-538-1471

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Membership #: \_\_\_\_\_  
Company: \_\_\_\_\_ Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

<b>Registration Fees:</b>	<b>Member</b>	<b>Non-Member</b>	<b>Amount</b>
Early Reg:	\$730.00	\$910.00	\$ _____
Regular: After 2/1/2008	\$755.00	\$935.00	\$ _____
	<b>Total:</b>		\$ _____

\*(MATERIALS NOT INCLUDED MAY BE ORDERED ONLINE AT [WWW.IRWAONLINE.ORG](http://WWW.IRWAONLINE.ORG))

**PRINT NAME AS IT APPEARS ON CARD:** \_\_\_\_\_

Amex  MC  Visa  Card #: \_\_\_\_\_ Exp: \_\_\_\_\_ 3-Digit CVV: \_\_\_\_\_  
Signature: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

**IRWA**  
INTERNATIONAL RIGHT OF WAY ASSOCIATION  
Harbor Business Center  
19750 South Vermont Avenue, Suite 220  
Torrance, CA 90502-1144  
Tel: 310-538-0233

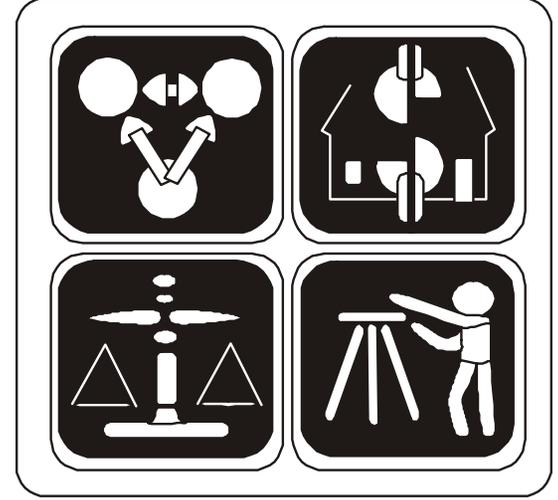
# Principles of Land Acquisition

IRWA Course 100

February 19-22, 2008

Downey, CA

Sponsored by Chapter 1



**IRWA**  
INTERNATIONAL RIGHT OF WAY ASSOCIATION

**Course Description:**

Upon completion of this class, the participants will have the ability to apply real estate law terms and concepts; understand the concepts of metes and bounds and be familiar with the three views of engineering plans and the fundamentals in property description systems; learn the methods of acquiring/transferring title to realty; definition and requirements to a valid contract; information on easements, deeds and lease; know what an appraisal is and what it is not, understand the appraisal process; know the three basic methods of appraising fee property; understand the various types of negotiations, understand the basic concepts of successful negotiations; be aware of the environmental concerns, review process, site assessments, audits, litigation issues and implications; and the applicable relocation requirements involved with property acquisition and management.

**Topics:**

- Real Property Law Concepts
- Acquisition / Negotiations
- Property Descriptions
- Relocation Due to Acquisition of Real Property Interest
- Environmental Concerns
- Appraisal of Real Property
- Asset (Property) Management

**Required Materials:**

Hand Held Calculator (recommended)

**Course Tuition Includes:**

Participant's Manual, Principles of Right of Way Textbook, Engineering Tools (engineering scale, protractor and straight edge), USPAP Text, Real Estate Dictionary

**Who Should Take This Course:**

This course is directed toward the new right-of-way person - a person who has little or no experience in the right of way field; individuals specializing in one area; or, right of way managers desiring a refresher course.

**Sponsored By:** Chapter 1

Date	Time	Days
2/19-22/08	8am-5pm	4

**Location:**

Energy Resource Center  
9240 East Firestone Road  
Downey, CA 90242  
Phone: (562) 803-7434

**Late Registration Fee of \$25.00 After:**  
2/1/2008

**Accommodations:**

Embassy Suites  
8425 Firestone Blvd.  
Downey, CA 90241  
Phone: (562) 861-1900

**Rates:**

- Single \$169.00 + Tax  
 Double \$169.00 + Tax

Please contact the hotel directly.

**Four Ways to Register:**

**Online:** www.irwaonline.org

**Fax:** 310-538-1471

**Phone:** 310-538-0233 x134

**Contact Coordinator**

**Mail to Course Coordinator:**

Dan Kazden  
4195 Valley Fair Street, Suite 207  
Simi Valley, CA 93063  
Phone: (805) 578-2400, x104  
Fax: (805) 526-6097  
Email: [dankazden@sbcglobal.net](mailto:dankazden@sbcglobal.net)

Please make checks payable to:  
International Right of Way Association

**About the Facilitator:**

**Ralph C. Brown, SR/WA**, has been in the right of way field for over 40 years. As a Senior Right of Way agent with Caltrans he was involved with negotiations and appraisals. He testified in court as an expert appraiser, prepared appraisals in anticipation of condemnation and supervised the preparation of narrative appraisal reports. For 16 years as a Staff V.P. with IRWA Mr. Brown managed the Association's education program. He developed courses, monitored outside course developers, conducted Instructor Certification Clinics, taught IRWA courses and presented seminars. Mr. Brown currently is an independent review appraiser specializing in partial take appraisals.

**Cancellation Policy**

*Written notification of cancellation must be received by class coordinator 15 days prior to start of class. A 75% refund will be made if written notification is received less than 15 days prior to start of class. No refund will be made after the start of class. A fee may be charged for registrations received after deadline and for those registering on day of class.*

**Register Online** [www.irwaonline.org](http://www.irwaonline.org) or Fax this Entire Page to IRWA: 310-538-1471

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Membership #: \_\_\_\_\_  
Company: \_\_\_\_\_ Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

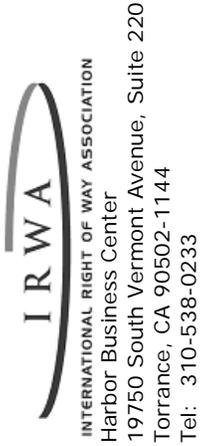
<b>Registration Fees:</b>	<b>Member</b>	<b>Non-Member</b>	<b>Amount</b>
Early Reg:	\$400.00	\$505.00	\$ _____
Regular: After 3/10/2008	\$425.00	\$530.00	\$ _____
	<b>Total:</b>		\$ _____

\* (MATERIALS NOT INCLUDED MAY BE ORDERED ONLINE AT [WWW.IRWAONLINE.ORG](http://WWW.IRWAONLINE.ORG))

**PRINT NAME AS IT APPEARS ON CARD:** \_\_\_\_\_

Amex  MC  Visa  Card #: \_\_\_\_\_ Exp: \_\_\_\_\_ 3-Digit CVV: \_\_\_\_\_

Signature: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_



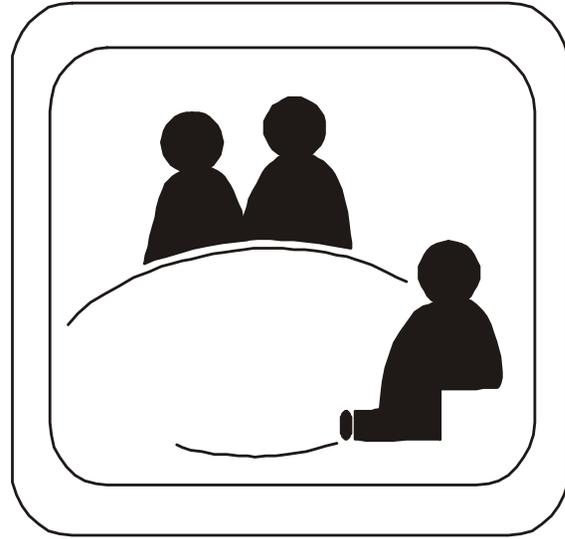
# Alternative Dispute Resolution

IRWA Course 203

April 10-11, 2008

Downey, CA

Sponsored by Chapter 1



**Course Description:**

Dispute Resolution for Right of Way Professionals - "Solving Problems." This full discussion of mediation, arbitration and "Getting to Yes" is full of solutions for practically most situations. Learn how to bust through deadlock; how to save money when negotiation doesn't work; and, how to avoid getting into court proceedings. What do you do to get landowners to the table and reach fair and equitable settlements? Written and taught by an attorney who has mediated more than 1000 right of way issues to conclusion, this course is engaging, stimulating, and designed to give you more tools for success.

**Required Textbook:** "Getting to Yes - Negotiating Agreement Without Giving In" **The textbook is not included in the tuition and must be purchased.** It can be obtained from local bookstores or online at a suggested cost of \$14.

**Course Tuition Includes:** Participant's manual

**Materials Not Included With Tuition:**  
 "Getting to Yes- Negotiating Agreement Without Giving In" Textbook (required)  
 Right of Way Textbook (recommended)  
 Real Estate Dictionary (recommended)  
 Successful Communication and Negotiation Textbook (recommended)

**Who Should Take This Course:** Right of Way Practitioners who are in the midst of negotiating for a property that is in the settlement process

**Prerequisite:** Participants are required to read the above textbook prior to attending the class and should take the book with them to class.

**Sponsored By:** Chapter 1

Date	Time	Days
4/10-11/08	8am-5pm	2

**Location:**

Energy Resource Center  
 9240 East Firestone Blvd.  
 Downey, CA 90242  
 Phone: (562) 803-7434

**Late Registration Fee of \$25.00 After:**  
 3/10/2008

**Accommodations:**

Embassy Suites  
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**About the Facilitator:**

**Vivian Howell, SR/WA, MBA**, has been with the City of Los Angeles for 22 years and is currently facilitating commercial and industrial projects on an administrative level from the offices of the Deputy Executive Director of Long Range Planning at Los Angeles World Airports (LAWA). Howell has a long history of right of way, real estate, management, and financial expertise. She has worked in the fields of negotiation, acquisition, condemnation, relocation, appraisal, asset management, leasing, business development and conflict management.

She holds the coveted Senior Right of Way designation, is qualified as an IRWA instructor, and is a member of IRWA's Chapter 1's Professional Development and Relocation Committees. She has also been a guest attendee at two International Relocation Committees and has offered her assistance to the publication subcommittee.

Howell earned her Executive MBA at Loyola Marymount University in 2003 and her Bachelor of Science Degree in Finance from California State University. She has a Certificate of Management Effectiveness from the University of Southern California. Howell also is a California Real Estate Broker and a Notary Public. She has taken numerous IRWA courses and will be applying for her Certification in Relocation Assistance this month.

**Cancellation Policy**

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