

# LOS ANGELES



IRWA  
CHAPTER 1



March  
2007

## Upcoming Events

### April 6

Course 104 – Standards of Practice  
SEE ED SCHEDULE

### April 24

Annual Valuation Conference at the  
Quiet Cannon, Montebello

### May 14-15

Course 205 - Bargaining Negotiations

### May 22

Annual Relocation Seminar at Quiet  
Cannon, Montebello

## President's Message

By: Bryan Riggs, MAI,  
SR/WA

As we turn towards Spring, we do have much planned for Chapter 1. We will be hosting **the 8th Annual Joint Luncheon with the Appraisal Institute at**



**Stevens Steakhouse on March 27<sup>th</sup>**. Our very own Bill Von Klug, SR/WA, R/W - RAC will be the Luncheon Key Note Speaker. Mr. Von Klug will be presenting a discussion on successful components of Win/Win Negotiations. Our Law Chair, Mike Yoshiba, Esq. will present the **Case of the Month** featuring an update on the fallout from Proposition 90 along with some new eminent domain laws that were just passed at year end 2006 and in 2007. So please join us for a fun lunch and a

## Membership Luncheon

### March 27, 2007

IRWA/Appraisal Institute Joint  
Luncheon

Location: Steven's Steak House,  
Commerce

### April 24, 2007

Valuation Conference /  
Membership Luncheon

Location: Quiet Cannon,  
Montebello

great opportunity to network with IRWA and Appraisal Institute members. For more details, please see the Luncheon Flyer as attached.

**In February, our Board of Directors approved the opportunity for Chapter 1 to pursue a joint application along with Chapters 57 and 67 to submit a bid to host the 2012 Annual International Education Seminar.** Tom Hanley, our immediate Past President has been diligently working on the bid and formed a Committee of three Co-Chairs: Tom Hanley Chapter 1, Duncan Bush from Chapter 57 and Mike Quijano/Larry Stevens from Chapter 67. These Co-Chairs will begin the work for what will become to known as the Tri-Chapter 2012 Annual International Education Seminar if we are awarded the bid later this year. This Conference is planned to be held in Anaheim at the Disneyland Convention Center. Thus, there will be plenty of family fun with many hotels, theme parks, and points of interest. We will keep you posted as we learn more about this pending event.

Our next educational offerings will be **Course 104 Standards of Practice for Right-of-Way Professionals on April 6 at DPW and Course 205 Bargaining Negotiations on May 14-15 at MWD.** Please see course flyers and our complete education schedule as attached.

Next month, we will be hosting our first Chapter 1 Seminar of the year. **The Valuation Seminar will be held on April 24<sup>th</sup> at Quiet Cannon in Montebello.** Paul Norlen, MAI and Joyce Riggs MAI, SR/WA are the Co-Chairs of this event and they have assembled a wonderful panel of seasoned experts. Some of the topics will include Railroad Right-of-Way, Billboard Valuation in California. Recent Valuation Cases for Right-of-Way Professionals (including the recent California Supreme Court decision on date of value), Marina and Ground Leasing Overview, and a Good Will Valuation Case Study. Please see the Seminar Flyer as attached.

Our President Elect, Andrew Thompson, SR/WA and myself will be off to the Regional Meeting later this month. We will report back to you about any regional updates at the 8th Annual Joint Luncheon with the Appraisal Institute at Stevens Steakhouse on March 27<sup>th</sup> and/or the April Newsletter. I look forward to seeing all of you at our coming events.

**IRWA Chapter 1  
2007 Officers and Executive Board**

<i>President and International Director</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>President-Elect and International Director and Tri-Chapter Chair</i>	<b>Andrew Thompson, SR/WA</b> Sempra Utilities	310-244-5032	<a href="mailto:athompson@semprautilities.com">athompson@semprautilities.com</a>
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<i>Membership</i>	<b>Alan Sozio Esq.</b> Burke, Williams, & Sorenson, LLP	213-236-2819	<a href="mailto:asozio@bwslaw.com">asozio@bwslaw.com</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:aunttaliee@aol.com">aunttaliee@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>Paul Norlen, MAI</b> Metropolitan Water District	213-217-7665 ext 102	<a href="mailto:pnorlen@mwdh2o.com">pnorlen@mwdh2o.com</a>
<i>Relocation Seminar</i>	<b>Bill Von Klug, SR/WA, R/W - RAC</b> LA County Development Commission	323-890-7495	<a href="mailto:Billvonklug@LACDC.org">Billvonklug@LACDC.org</a>
<i>Fall Seminar</i>	<b>Joyce L. Riggs, MAI, SR/WA</b> Riggs & Riggs, Inc.	805-578-2400 ext 102	<a href="mailto:jlriggs@sbcglobal.net">jlriggs@sbcglobal.net</a>
<i>Historian</i>	<b>Dan Kazden</b> Riggs & Riggs, Inc.	805-578-2400 ext 104	<a href="mailto:dankazden@sbcglobal.net">dankazden@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>
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<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 \$50 and increases \$10 for each month that there isn't a winner. We haven't had a winner in a while. March's drawing will be for \$270 so be sure to be there in case your name is drawn!

# 8<sup>th</sup> ANNUAL JOINT LUNCHEON

The IRWA – Chapter 1  
and  
Southern California Chapter of the Appraisal Institute

present  
“Win / Win Negotiations”  
Or  
“How’s Your Body Language?”

**SPEAKER:** William Von Klug, SR/WA, R/W-RAC  
William Von Klug, SR/WA, R/W-RAC, is a consultant working for Los Angeles County Community Development Commission. William has worked in the relocation/acquisition profession since the inception of the “Uniform Relocation and Real Property Acquisition Policies Act” in 1970. Prior to rejoining Los Angeles County he worked for Paragon Partners, Ltd. in Huntington Beach CA as a Senior Project Manager. He has more than 36 years of acquisition/relocation experience and earned both the SR/WA and R/W-RAC designations from the International Right of Way Association (IRWA). He has testified to Congress on relocation issues and has taught over 375 classes or seminars for numerous and varied professional associations.

**TOPIC:**  
The presentation defines terms, identifies successful components of win/win negotiations; successful components of No Limit Texas Hold-em; the relationship between negotiations and Texas hold-em and discusses proxemics, appearance, eye contact, gestures, cultural differences, the most reliable signals and the effective use of signals. The presenter covers people that are unaware of signals they send (non-actors) and people that are trying to influence others by sending signals (actors).  
The presentation succinctly identifies the steps that a person can take to accurately “read” people and the reasons that most people are unsuccessful in understanding and using non-verbal communication skills.

**DAY/DATE:** Tuesday – March 27, 2007  
**TIME:** Check-in 11:30 am Lunch 12:00 pm  
**LOCATION:** Steven’s Steak House  
[5332 Stevens Place, Commerce, CA 90040](http://www.stevenssteakhouse.com) (TG 675 G3)  
**COST/** \$16.00 – Chicken or Beef  
**ENTRÉE:** SR/WA Special Price - \$5.00

REGISTER ON LINE AT: [WWW.SCCAI.ORG](http://WWW.SCCAI.ORG)

IRWA Members may also register by contacting Cheryl DeMucci at [cheryldemucci@epicland.com](mailto:cheryldemucci@epicland.com)  
or (310) 378-2061

**IRWA Members should also look out for an “Evite Invitation” from Cheryl where you can reply on-line!**

2 hrs OREA and AI CE pending approval  
2 hrs SR/WA CE Approved

# IRWA CHAPTER 1

## ANNUAL VALUATION CONFERENCE

Tuesday, April 24, 2007

Quiet Cannon Montebello

901 North Via San Clemente, Montebello (TG 636-A7)

### CONFERENCE SCHEDULE

8:00 AM	CHECK-IN	12:00 PM	Chapter 1 Monthly Lunch Program & Keynote Address: RECENT VALUATION CASES FOR RIGHT OF WAY PROFESSIONALS
8:30 AM	BUILDING A RAIL LINE TO SOUTHERN CALIFORNIA LOGISTICS AIRPORT – WHAT SHOULD YOU PAY FOR THE R/W & THE ADVENTURES OF TRYING TO BUY IT		Douglas Evertz, Esq. Stradling Yocca Carlson & Rauth, LLP
	Sean McGlade, City of Victorville Jim Overcamp, SR/WA Epic Land Solutions, Inc. Steven R. Norris, MAI Norris Realty Advisors	1:30 PM	MARINA DEL REY REDEVELOPMENT AND GROUND LEASING OVERVIEW
9:35 AM	BILLBOARD VALUATION IN CALIFORNIA		Allan D. Kotin Allan D. Kotin & Associates George H. Jones, MAI George Hamilton Jones, Inc.
	Donna Desmond, Donna Desmond Associates	2:30 PM	BREAK
10:35 AM	BREAK	2:45 PM	CASE STUDY: GOODWILL VALUATION
10:50 AM	DOES ANYBODY REALLY KNOW WHAT TIME IT IS? DEPOSITS & DATES OF VALUE POST-KELO		Alan Sozio, Esq., Burke, Williams & Sorensen, LLP Thomas Pastore Desmond, Marcello & Amster
	John C. Murphy, Esq., Nossaman Guthner Knox & Elliott, LLP Sydney H. Hawran, MAI Donahue & Company, Inc.	4:00 PM	Close

#### APPROVALS: PENDING

- State of California, Department of Real Estate for 7.5 Consumer Protection Hours, 100% seminar attendance is required.

#### State of California Department of Real Estate Disclaimer

If this course is approved for continuing education credit by the California Department of Real Estate, such approval will not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers.

#### State of California Department of Real Estate Course and Instructor Evaluation Opportunity

The Department of Real Estate has a course and instructor evaluation form available on their web site at [www.dre.ca.gov](http://www.dre.ca.gov) .

- State of California, Office of Real Estate Appraisers for 7.5 Continuing Education Hours, 90 % seminar attendance is required.
- **APPROVED:** International Right of Way Association for Senior Designation Re-certification Credits (SR/WA) 7.5 Course Hours, 100% seminar attendance is required.
- Minimum Continuing Legal Education (MCLE) credit of 7.5 Hours, 100% seminar attendance is required.

**PLEASE BRING IDENTIFICATION OF DESIGNATION FOR EACH PROFESSIONAL CREDIT DESIRED FOR THE SEMINAR COMPLETION CERTIFICATE (I.E., VERIFICATION OF DRE OR OREA LICENSE No.)**

## REGISTRATION FOR ANNUAL VALUATION CONFERENCE

Name \_\_\_\_\_ Chapter No./Member No. \_\_\_\_\_  
Firm \_\_\_\_\_ Email \_\_\_\_\_  
Address \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
California Appraisal License No. \_\_\_\_\_ SR/WA Recertification Credit Needed? Yes or No  
(If applicable)

**Make check payable to IRWA Chapter 1 and send to:**

C/o Joyce Riggs, MAI, SR/WA  
Riggs & Riggs, Inc.  
4195 Valley Fair Street, Suite 207  
Simi Valley, CA 93063-2900

**\$85 Member; \$100 Non-Member  
Lunch Only - \$25; Lunch is Breast of Chicken Montebello  
Vegetarian Available Upon Request  
Space is Limited, Please Register Early**

**7.5 HOURS SR/WA APPROVED; MCLE, DRE, & OREA CONTINUING EDUCATION CREDITS *PENDING***

*Note: DRE and OREA Credit Approval may not be approved until May 27, 2007*

***\*\*\*All refund requests must be in writing. 50% of the registration fee may be retained if the cancellation notice is postmarked less than 10 days before the program. \*\*\****

## Case of the Month

### Date of Value Set by Deposit of Just Compensation

**Mt. San Jacinto Community College District, Petitioner, v. The Superior Court Of Riverside County, Respondent; Azusa Pacific University, Real Party In Interest., Feb. 23, 2007,  
2007 DJDAR 2399**

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

California's statutory Eminent Domain Law (Code Civ. Proc., § 1230.010 et seq.) provides that if the compensation issue "is brought to trial within one year after commencement of the proceeding, the date of [property] valuation is the date of commencement of the proceeding." (§ 1263.120.) The condemner may, however, take early possession of the property, "quick-take action," before litigation is concluded "upon deposit in court and prompt release to the owner of money determined by the court to be the probable amount of just compensation." (Cal. Const., art. I, § 19; see C.C.P. § 1255.410.)

Because compensation is immediately available to the property owner in a quick-take action, the date of valuation of the property is statutorily required to be no later than the date the condemner deposits "probable compensation" for the owner. (C.C.P. § 1263.110 et seq.) The property owner can immediately withdraw the funds, but by doing so waives all rights to dispute the taking other than the right to challenge the amount of just compensation. (C.C.P. § 1255.260.)

This case involves a quick-take eminent domain action. The court addressed two constitutional issues. First, does a statutory property valuation date that occurs at the time the condemner deposits the probable compensation in court under Code Civ. Proc. section 1263.110, et seq. deny the property owner just compensation under the California Constitution when litigation in the eminent domain action is not expected to end until several years after the deposit is made? Second, is the owner's statutory waiver of rights after withdrawing the funds an unconstitutional condition on the statutorily required "prompt release" of the deposit?

The Court concluded that: (1) the statutory date of valuation at the time the probable compensation is deposited is constitutional; and (2) the requirement of a waiver of claims and defenses for receipt of deposited probable compensation is constitutional.

The Court also noted that in those specific cases where no deposit of probable compensation is made by the condemning agency, a trial date several years from the initial case filing date may still be an appropriate date of value to determine just compensation.

Lesson: "The power of the lawyer is in the uncertainty of the law" Jeremy Bentham.

### Chapter 1, New Members

<u>Applicant</u>	<u>Job Title</u>	<u>Firm/Agency</u>	<u>Sponsor</u>
David C. Welch	Director of Acquis. & Reloc.	LA Unified School District	Mort Bernstein
Martha I. Solano	Right-of-Way Specialist	SDG&E	Andrew Thompson
Madelia Rivera	Relocation Consultant	Overland, Pacific & Cutler Inc.	Brian Everett
Victoria Cook	Project Manager	Overland, Pacific & Cutler Inc.	Brian Everett
Thurman Hodges	Property Manager Real Estate	Metropolitan Transportation Authority	Angelina M. Bell
Richard M. Fujikawa	Business Analyst	Southern California Edison	Vivian Howell
Rica Viola	Property Manager	Port of Los Angeles	Vivian Howell
C. Bill Lee	General Appraiser	C. Bill Lee Appraisers	Dan Kazden
David H. Law		Southern California Edison, Corporate	Vivian Howell

**City of Los Angeles  
Los Angeles World Airports**

**Request for Qualifications**

**For**

**Professional Appraisal and Consultation Services**

The City of Los Angeles, Los Angeles World Airports (LAWA) is soliciting qualifications from California State licensed appraisers to provide appraisals for Real Estate Activities in the Vicinity of and in Los Angeles International Airport, Ontario International Airport, Van Nuys General Aviation Airport and Palmdale Regional Airport. Responses to the Request for Qualifications (RFQ) are due by Friday, April 13, 2007 to the following:

Los Angeles World Airports

Attn: Ken Caughlin

7301 World Way West, 2<sup>nd</sup> Floor

Los Angeles, CA 90045

Phone: (310) 646-3284

Fax: (310) 646-1895

E-mail: [kcaughlin@lawa.org](mailto:kcaughlin@lawa.org)

LAWA reserves the right to reject any or all responses, to advertise for new responses or to proceed to have the services performed otherwise. LAWA may elect to award a contract by competitive bid to the respondents(s) found to have the best qualifications. The submission of a response does not in any way commit LAWA to enter into a contract with that respondent, or any other respondent.

To receive a copy of the RFQ, you can download it from [www.lawa.org](http://www.lawa.org) or [www.labavn.org](http://www.labavn.org), if you have questions or would like it sent to you, fax a request to the attention of Guy C. Lammers at Fax (310) 646-1895 or call (310) 646-3284.



### 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.

**Below are the classes Chapter 1 has scheduled for 2007. 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 at [AFIValuation@aol.com](mailto:AFIValuation@aol.com).**

### Chapter 1 2007 Education Schedule

Course/Seminar	Date	Location	Coordinator
200 – Principles of Real Estate Negotiation	March 8 - 9, 2007	DPW	Mark Brusca (805) 578-2400 <a href="mailto:markbrusca@sbcglobal.net">markbrusca@sbcglobal.net</a>
104 – Standards of Practice for the Right of Way Professional	April 6, 2007	DPW	Mark Brusca (805) 578-2400 <a href="mailto:markbrusca@sbcglobal.net">markbrusca@sbcglobal.net</a>
205 - Bargaining Negotiations	May 14-15, 2007	MWD	Vicky Lee (213) 217-7650 <a href="mailto:vlee@mwdh2o.com">vlee@mwdh2o.com</a>
401 – The Appraisal of Partial Acquisitions	July 30 – August 4, 2007	MWD	Angela Aldridge (213) 217-6394 <a href="mailto:aaldridge@mwdh2o.com">aaldridge@mwdh2o.com</a>
800 – Principles of Real Estate Law	October 18-19, 2007	DPW	Mark Brusca (805) 578-2400 <a href="mailto:markbrusca@sbcglobal.net">markbrusca@sbcglobal.net</a>

### Chapter 11, 57 and 67 2007 Education Schedules

Course/Seminar	Date	Location	Coordinator
Wireless Seminar - SAN DIEGO CELL SITE ACQUISITION	March 22, 2007	National University Spectrum Learning Center	Greg Locke (858) 694-8996 <a href="mailto:gregory.locke@sdcounty.ca.gov">gregory.locke@sdcounty.ca.gov</a>
103 – Ethics and the Right of Way Profession	March 23, 2007	Hotel Laguna	Marilyn Stuart (714) 379-3376 <a href="mailto:mstuart@paragon-partners.com">mstuart@paragon-partners.com</a>
701 – Property Management: Leasing	April 4 – 5, 2007	Caltrans District 11, Gallegos Room	Mary Lindquist (619) 258 – 4651 <a href="mailto:mlindquist@padre.org">mlindquist@padre.org</a>
703 - Real Property Asset Management	April 6, 2007	Caltrans District 11, Gallegos Room	Mary Lindquist (619) 258 – 4651 <a href="mailto:mlindquist@padre.org">mlindquist@padre.org</a>
209 – Negotiating Effectively with a Diverse Clientele	April 9 – 10, 2007	Orange County Executive Office	Marilyn Stuart (714) 379 – 3376 <a href="mailto:mstuart@paragon-partners.com">mstuart@paragon-partners.com</a>



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[www.epicland.com](http://www.epicland.com)

Phone: 310-378-1178  
Fax: 310-378-0558

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<b>Registration Fees:</b>	<b>Member</b>	<b>Non-Member</b>	<b>Amount</b>
Early Reg:	\$265.00	\$330.00	\$ _____
Regular: After 3/9/2007	\$290.00	\$355.00	\$ _____
Fees include lunch			\$ _____

\*(MATERIALS NOT INCLUDED MAY BE ORDERED ONLINE AT [WWW.IRWAONLINE.ORG](http://WWW.IRWAONLINE.ORG))  
**PRINT NAME AS IT APPEARS ON CARD:** \_\_\_\_\_

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

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

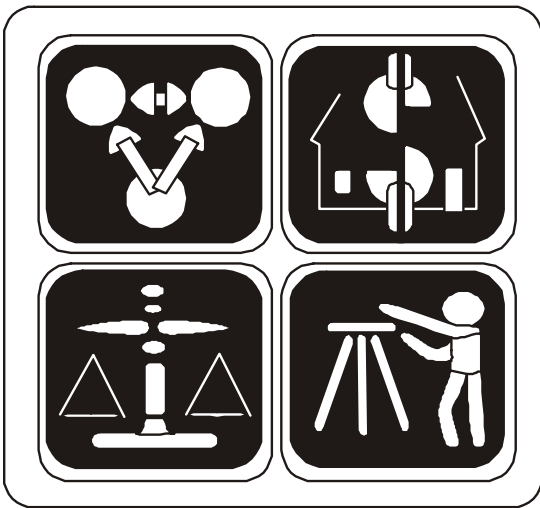
# Ethics and the Right of Way Profession

IRWA Course 103

March 23, 2007

*Laguna Beach, California*

Sponsored by Chapter 67



**Course Description:**

Ethics and the Right of Way Profession combines lecture and practical learning exercises as a means of exchanging ideas and solutions to ethical conflicts. This course outlines the concept of ethics and acquaints the IRWA member with the Rules of Professional Conduct and Disciplinary Procedures.

Successful completion of this Course or Course 104, "Standards of Practice for the Right of Way Professional," is a requirement for registration and recertification of the SR/WA Designation and Certification Program. Successful completion of one of these courses is mandatory every five years for recertification purposes.

**Topics:**

- Express in their own words the basic concepts contained in the IRWA Code of Ethics (Code) and the Rules of Professional Conduct (Rules)
- Understand why the Code and Rules are important to them as professionals
- Know where to find and how to broadly apply the Code and Rules
- Have a general working knowledge of the disciplinary regulations that administer the Code and Rules
- Recognize inappropriate professional behavior and identify situations that may produce complaints about ethics
- Provide practical suggestions for resolving conflicts of ethics when they occur

**Materials Not Included With Tuition:**

Right of Way Textbook (recommended)  
Real Estate Dictionary (recommended)

**Sponsored By:** Chapter 67

Date	Time	Days
3/23/2007	8am-5pm	1

**Location:**

Hotel Laguna  
425 South Coast Highway  
Laguna Beach, California 92651  
Phone: (949) 494-1151

**Late Registration Fee of \$25.00 After:**  
3/9/2007

**Accommodations:**

Hotel Laguna  
425 South Coast Highway  
Laguna Beach, California 92651  
Phone: (949) 494-1151

**Rates:**

Please contact Hilde Delgado directly for rates and mention IRWA.

**Four Ways to Register:**

**Online:** [www.irwaonline.org](http://www.irwaonline.org)

**Fax:** 310-538-1471

**Phone:** 310-538-0233 x138

**Contact Coordinator****Mail to Course Coordinator:**

Marilyn Stuart  
Paragon Partners, Ltd.  
5762 Bolsa Avenue, #201  
Huntington Beach, California 92649  
Phone: (714) 379-3376  
Fax: (714) 373-1234  
Email: [mstuart@paragon-partners.com](mailto:mstuart@paragon-partners.com)

*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

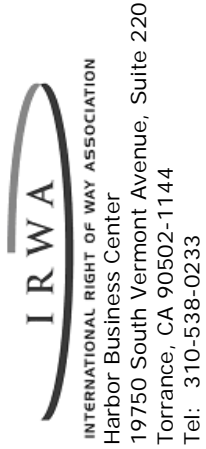
Name: \_\_\_\_\_ Title: \_\_\_\_\_ Membership #: \_\_\_\_\_  
Company: \_\_\_\_\_ Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

<b>Registration Fees:</b>	<b>Member</b>	<b>Non-Member</b>	<b>Amount</b>
Early Reg:	\$400.00	\$505.00	\$ _____
Regular: After 03/24/2007	\$425.00	\$530.00	\$ _____
	<b>Total:</b>		\$ _____

\* (MATERIALS NOT INCLUDED MAY BE ORDERED ON-LINE 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: \_\_\_\_\_



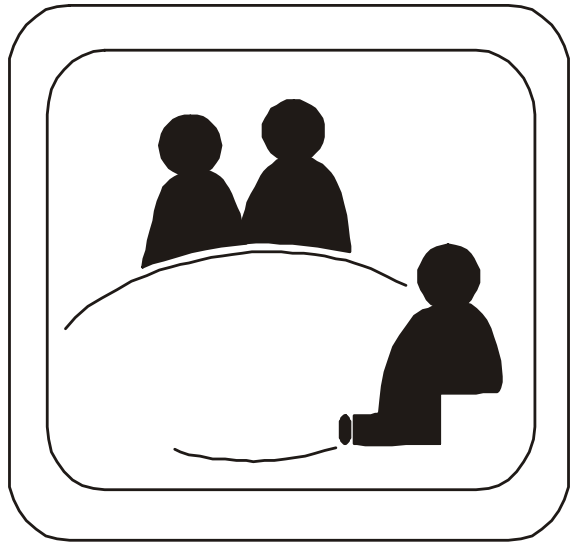
# Negotiating Effectively with a Diverse Clientele

**IRWA Course 209**

April 9 - 10, 2007

Santa Ana, CA

Sponsored by Chapter 67



## Course Description:

The objective of this seminar is to explore the dynamics for negotiating with a diverse clientele - the process, challenges and opportunities involved; the roots of misinterpretations that cause cultural collisions due to the dynamics of communication, behavioral prescriptions, assumptions, perceptions, values, reasoning styles, attitudes, language, social relations, ambiguity, orientations and patterns, formality, emotion; ethnocentrism; and, to gain awareness of different negotiation styles/maximize one's personal negotiating power and effectiveness. Participants in this seminar will increase cultural awareness and sensitivity; learn intercultural communication skills for resolving conflicts; will be exposed to collaborative negotiation for reaching mutually satisfying agreements with people of diverse backgrounds

## Topics:

- Intercultural Negotiations
- Cultural Dimensions Comparison
- Intercultural Competence
- Language and Culture
- Building Relationships Across Cultures
- Descriptive vs. Interpretive Statements
- Intercultural Communications
- Dimensions of Diversity

## Course Tuition Includes:

BARNGA Simulation Exercise

## Materials Not Included With Tuition:

Right of Way Textbook (recommended)  
Real Estate Dictionary (recommended)

**Sponsored By:** Chapter 67

Date	Time	Days
04/09-10/07	8am-5pm	2

## Location:

Orange County Executive Office  
1300 S. Grand Avenue  
Bldg. A, Conference Room C  
Santa Ana, CA 92705

**Late registration of \$25.00 after:**  
03/24/2007

## Accommodations:

Holiday Inn Orange County Airport  
2726 S. Grand Ave  
Santa Ana, CA 92649  
Phone: (800) 888 - 5540

## Rates:

Single \$114.00 + Tax.

Please contact the hotel directly and mention IRWA.

## Four Ways to Register:

**Online:** [www.irwaonline.org](http://www.irwaonline.org)

**Fax:** 310-538-1471

**Phone:** 310-538-0233 x138

**Contact Coordinator**

## Mail to Course Coordinator:

Marilyn Stuart  
5762 Bolsa Ave, Suite 201  
Huntington Beach, CA 92649  
Phone: (714) 379 - 3376  
Fax: (714) 373 - 1234  
Email: [mstuart@paragon-partners.com](mailto:mstuart@paragon-partners.com)

*Please make checks payable to:  
International Right of Way Association*

## About the Facilitator:

**Dr. Joseph Garcia** is a seasoned instructor, group facilitator, presenter, speaker, coach, negotiator and mediator with over 30 years in industry and the private business sector. Joe is the author of IRWA Course 209 "Negotiating Effectively With a Diverse Clientele," and has delivered it all across the country. Some of the seminars and classes he teaches for the University of Southern California and California Lutheran University are Intercultural Communication and Negotiation, Organizational Behavior Organizational Dynamics, Workforce Diversity, Supervision, Leadership, Continuous Improvement, Human Resource Management, Team Building/Problem Solving. Some of his clients include Technicolor Video Services, Schools and Colleges, and the California Manufacturing Technology Center. Joe served as the director of education, training, and professional development for Novacap, a fortune 300 microelectronics company of Dover Technologies. Dr. Garcia has a Masters degree in Counseling Education from the University of Arizona and a Ph.D. in Organizational Psychology from Shelbourne University. He is a member of the Center for Nonviolent Communication, Who's Who of Entrepreneurs, and the International Right of Way Association, Los Angeles Chapter. Joe says he "enjoys helping people reach higher levels of professional skills." Contact him at (805) 498-5457 [jmgarcia4@adelphia.net](mailto:jmgarcia4@adelphia.net)

## 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.*