

# LOS ANGELES



March  
2008

IRWA  
CHAPTER 1

## Upcoming Events

March 25, 2008

9<sup>th</sup> Annual Joint Luncheon

April 10-11, 2008

Course 203, Alternative Dispute Resolution

April 22, 2008

Valuation Seminar, Quiet Cannon, Montebello, CA

April 23-25, 2008

SR/WA Review Study Session



## President's Message

By: Andrew Thompson,  
SR/WA

I want to start this month by thanking all of the Board members of Chapter 1, Speakers, Course Coordinators, Facilitators and volunteers that have made the

first part of 2008 a success. Chapter 1 has already hosted two successful courses (100 & 201) and approved 12 new members. While everyone has made the first quarter seem effortless, a great deal of time and dedication goes into planning the events that provide the educational opportunities which the International Right of Way Association is known.

## Membership Luncheon

March 25, 2008

Annual Joint IRWA and SCCAI Luncheon Meeting at Steven's Steakhouse

Speaker: Paul C. Taylor, Deputy Chief Executive Officer of the OCTA

Our March 25, 2008, General Membership luncheon will be held at Steven's Steakhouse. Cheryl DeMucci's has sent an Evite for the event so if you did not receive it, please contact her for your reservation. Our lunch speaker is Paul C. Taylor, PE, Deputy Chief Executive Officer, with the Orange County Transportation Authority. Please join us in what will surely be an informative talk about the future of Southern California's transportation systems.

The Valuation Seminar is coming! The first of our 2008 seminars will be held on April 22<sup>nd</sup> at the Quiet Cannon in Montebello, CA. A flyer for the event is included in this newsletter and if you're interested in coming, please forward a complete application to the Seminar Chair, Artemis Manos. While OREA and MCLE credit are pending, we expect both to be approved as well as SR/WA recertification credit.

If you're looking to finish those course credits for the SR/WA designation, Course 203 will be held on April 10 and 11. If you have already submitted your application for SR/WA designation, the SR/WA Review Study Session will be held April 23 through 25. Information for all courses is posted in this newsletter and on our website at [www.irwa-chapter1.org](http://www.irwa-chapter1.org).

Finally, your two International Directors, Vivian Howell and I, will be traveling to Tucson, AZ, to meet with your Region 1 leadership. We will be presenting an update for our Chapter 1. If there are any recommendations, concerns or accolades regarding the IRWA organization that you would like use pass along, please speak with either Vivian or myself prior to April 3<sup>rd</sup>.

Have a fantastic month of March!

## New Members

Name	Company Name	Referred By
Kirk Hsu	California Department of Transportation	Sandra L Durbin
Simrath Saran	Sempra	Andrew Thompson

**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@cityofpasadena.net">kkitasato@cityofpasadena.net</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. March's drawing will be for \$120 so be sure to be there in case your name is drawn!

**Case of the Month**  
***Temporary Severance Damages Entitlement***  
***Evidence of “Hypothetical v. Actual Intended Use”***  
**CITY OF FREMONT V. FISHER**

Filed 2/28/08  
2008 SOS 1347

**(First Appellate District, Division Two)**

*By: Michael F. Yoshida, Esq., Richards Watson & Gershon, a Professional Corporation*

The City of Fremont (Fremont) filed a complaint in eminent domain against George W. Fisher and Elizabeth Lee Fisher (collectively, the Fishers), the owners of property located in Fremont. The Fishers filed a cross-complaint to quiet title and for equitable relief. The matter proceeded to a jury trial on the question of the amount of just compensation Fremont owed the Fishers. The jury awarded the Fishers compensation in the total amount of \$403,513.

The jury award was apportioned as follows:

1. Permanent slope easement (PSE) - \$15,500;
2. Permanent severance damages from the PSE - \$108,248;
3. Temporary construction easement (TCE) - \$84,352;
4. Temporary severance damages from the TCE - \$195,413.

Fremont appealed the portion of the final judgment, item 4 above, awarding \$195,413 to the Fishers for the temporary severance damages from the TCE; it also appealed the trial court’s award of litigation expenses to the Fishers. Fremont mounted several challenges to the award of temporary severance damages for the TCE, including an argument that the trial court should have excluded the testimony of the Fishers’ expert on temporary severance damages because the Fishers failed to show that the TCE interfered with their **actual intended use** of the property.

The court in Metropolitan Water Dist. of So. California v. Campus Crusade for Christ, Inc. (2007) 41 Cal.4th 954, held that, when considering temporary severance damages,

“[T]he mere fact of a delay associated with construction of [an easement does] not, without more, entitle [the property owner] to temporary severance damages relating to the financing or marketing of the property in [an] eminent domain action.”

Here, the Fishers admittedly presented only **hypothetical** and anecdotal evidence that they could not sell their property at its optimal price or replace their current home with a larger home during the period the TCE burdened their property. The record contained no evidence that the Fishers had any plan to—or had attempted to—sell or develop their property during the five-year TCE period. The Fishers’ failed to meet their burden of producing evidence that the TCE substantially interfered with or impaired their **actual intended use** of the property, and the Fishers were not thereafter legally entitled to seek a jury’s determination of temporary severance damages from the TCE. This appellate court concluded that the trial court abused its discretion when it permitted the Fishers to present evidence to the jury on temporary severance damages from the TCE because the Fishers only presented evidence of a **hypothetical use**.

Additionally, since the appellate court reversed a significant portion of the damages award and the trial court based its award of litigation expenses to the Fishers on its assessment of the disparity between the damages awarded by the jury and Fremont’s final offer of settlement, the appellate court remanded the litigation expense issue to allow the lower court to reconsider the propriety of the award of litigation expenses in light of their opinion.

## 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.

## UNDERSTANDING THE BASICS OF CONDEMNATIONS

By: Sharon Yarber, Esq.

Vice President and Senior Commercial Underwriting Counsel  
LANDAMERICA Commercial Services, Los Angeles, CA

Many of us face seemingly endless hours each day on the Southern California freeways simply trying to get to and from work. One solution that frequently is suggested – just widen the darn freeways and put in some more lanes! While that might be a solution, it is one that has several steps that will be explored in this article.

In order to widen a street, highway or freeway, the ownership of the affected property, or at least an easement over it, must first be obtained by the governing agency (the County, City, State or Federal Government). The agency that wishes to acquire the interest will initially make the determination that condemnation is appropriate and will obtain information as to the ownership of the properties to be affected.

Once the decision to acquire the property has been made and notice given to the affected owners, frequently a purchase and sale agreement will be entered into between the owners and the condemning agency. When a property owner sells property under threat of condemnation, any capital gains it receives can be rolled over into a replacement property under the Internal Revenue Code (much like doing a 1031 tax deferred exchange when investment property is consensually sold). Often, however, the owners are unwilling to sell and the condemnation process must begin. First, the condemning agency will file a lawsuit naming all of the persons or entities who have an interest in the properties sought to be acquired. This includes lessees and mortgage lien holders, as they will need to be compensated for their interests which will be terminated by the condemnation action. Concurrently with the filing of the lawsuit the agency will deposit with the court the "probably compensation" it expects to pay for those interests, based on appraisals obtained before filing the action.

A Lis Pendens (which is Latin for Litigation Pending) is recorded in the land records to put the world on notice that the properties described in the Lis Pendens are the subject of the condemnation action. If one or more of the condemnees (the people whose interests are being condemned) fight the action and assert that the taking is not proper, then there will ultimately be a trial and a judge will decide whether the agency has the right to take and how much it has to pay to acquire the interests taken. More often than not, when the purpose of the condemnation is to acquire schools, streets or highways, the condemnees do not spend a great deal of time or money fighting the issue of the propriety of the taking; the principal basis for an objection by a condemnee in these cases is that the amount of compensation the agency plans to pay to acquire the interest is inadequate..

If a condemnee withdraws the amount of probable compensation deposited for that particular property by the agency with the court, he waives his right to object to the propriety of the taking; he may, however, continue to argue for more money and ultimately have the amount of compensation decided by a judge or jury. A condemnee who wants to continue to argue that the taking is not proper cannot withdraw any of the deposited funds.

The agency is usually interested in moving forward as quickly as possible with its project since delays caused by waiting, sometimes several years, to get to trial can significantly increase the construction costs of the project. If all of the condemnees have been served with the lawsuit, none of the condemnees is raising an objection to the taking itself and the time to object to the taking has expired, or any such objections have been withdrawn, then the agency can ask the court for an Order of Immediate Possession which allows the agency to take possession and control of the property and

proceed with the project before completing the condemnation action. Typically the agency will want the title company to insure its ownership of the property, even though it does not actually have title to the property. Will the title company actually insure? Believe it or not, the answer is “probably yes”. The title company will satisfy itself that (i) all necessary parties have been served with the lawsuit, (ii) the probable compensation has been deposited, (iii) the time to object to the taking has expired and there are no pending objections to the taking (though objections to the amount of compensation to be paid may still be pending), and (iv) the Order of Immediate Possession was properly obtained and served and all of the condemnees have actually delivered possession to the agency. Once so satisfied, a title policy can issue in favor of the agency with an exception for the fact that the action is pending and a final judgment needs to be obtained and recorded to complete the vesting of title in the agency. Since the only thing that could prevent the judgment from being ultimately procured is the failure of the agency to prosecute the judgment to completion, or once completed to fail to pay the compensation ultimately awarded, if the agency were to ever have a loss under the policy because it never got title, it would not be able to make a claim against the title company because it would be the fault of the agency (its own acts or failures to act) that caused the loss in the first place, and losses of one’s own making are not covered by title insurance policies!

And now for the wonderful ending to this story: the Agency condemns the property, ultimately gets the title, builds the highway in the meantime while it is getting the legal title, and by the time the legal title is obtained and the highway finally built, millions more people have moved to sunny California and the freeways are jammed yet again, and the public complains and says – just widen the darn freeways and put in some more lanes!

**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>
SR/WA Comprehensive Ex Review Course	April 2008	SCEC	David Guder
203 – Alternative Dispute Resolution	April 10-11, 2008	Sempre	Mark Bruska
SR/WA Review Study Session	April 23-25, 2008		Lynn Bell of MTA
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



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 E-Mail: [info@leaassoc.com](mailto:info@leaassoc.com)

- Preliminary budgeting for alternate project sites
- Acquisition appraisals
- Expert testimony
- Reuse market studies and appraisals
- Valuation of public real estate for financing or disposition

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

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

## TRANSPORTATION INNOVATIONS IN SOUTHERN CALIFORNIA

- SPEAKER:** Paul C. Taylor, P.E.  
**Deputy Chief Executive Officer, Orange County Transportation Authority**  
Prior to becoming Deputy CEO in March, 2007, in his previous three years at OCTA Paul Taylor has had responsibility for planning, engineering and constructing all transportation programs and projects in Orange County, including highways, commuter rail and multimodal corridor improvements. Also, he manages the Freeway Service Patrol and the Freeway Call Box System. He has spent over thirty years managing major public sector capital and operational improvement programs in Southern California. Paul has served as executive director, deputy executive director and director of strategic long-range planning for Los Angeles County's transportation system. He managed the planning of Los Angeles County's rail transit system, engineering and early construction of the light rail Blue Line and conceptual engineering for what became the Metrolink commuter rail system. Paul directed operations planning, service deployment, and policy development for the Los Angeles County bus system. He has a master's and bachelor's degrees in civil engineering from MIT and has lectured on transportation and development at universities throughout Southern California.
- TOPIC:** In the next few years, Southern California will be the focus of groundbreaking innovations in the future of ground transportation. In 2006, Orange County voters renewed a sales tax allocated to transportation improvements; by 2011 when the renewed tax begins widening of all freeways in Orange County will be underway and there will be twice as much service on the Metrolink commuter railroad. Orange County Transportation Authority is providing funds for cities in the county to come up with innovative ways of organizing and delivering transportation services. And all the counties in Southern California are collaborating on mitigating the community and traffic impacts of ever-increasing movement of freight out of the areas ports.
- DAY/DATE:** **Tuesday – March 25, 2008**
- TIME:** **Check-in 11:30 am Lunch 12:00 pm**
- LOCATION:** **Steven's Steak House**  
5332 Stevens Place, Commerce, CA 90040 (TG 675 G3)
- COST/  
ENTRÉE:** \$16.00 – Chicken or Beef - \*Current SR/WA's Special Price - \$5.00 w/Registration\*

REGISTER ON LINE AT: [WWW.SCCAI.ORG](http://WWW.SCCAI.ORG) under Education  
IRWA Members may also register by contacting Cheryl DeMucci at [cheryldemucci@epicland.com](mailto:cheryldemucci@epicland.com)

2 hrs OREA CE Pending Approval and 2 hrs AI CE Approved  
2 hrs SR/WA CE Approved

# IRWA CHAPTER 1

## ANNUAL VALUATION CONFERENCE

*Tuesday, April 22, 2008*

*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: EMINENT DOMAIN CASE LAW AND STATUTORY UPDATE  Douglas J. Evertz, Esq. <i>Luce, Forward, Hamilton, &amp; Scripps</i>
8:30 AM	ATTORNEYS' INSTRUCTIONS TO APPRAISERS IN EMINENT DOMAIN ACTIONS  Brad Pierce, Esq. <i>McCormick, Kidman &amp; Behrens</i> Brad Thompson, MAI, SR/WA <i>Mason and Mason, Inc.</i>	1:30 PM	ERRORS, LIABILITY, AND INSURANCE ISSUES FOR CONDEMNORS (CONTRACTOR LIABILITY)  Morris L. Reynolds, SR/WA <i>Riverside County Flood Control and Conservation District</i> John C. Murphy, Esq. <i>Luce, Forward, Hamilton, &amp; Scripps</i>
9:30 AM	CALIFORNIA SCHOOL DISTRICTS' PROPERTY ACQUISITION AND DISPOSITION UPDATE  Andreas Chialtas, Esq. <i>Atkinson, Andelson, Loya, Ruud &amp; Romo</i> Jerry Suich <i>Oxbridge Development, Inc.</i> John G. Ellis, MAI, CRE, FRICS <i>Integra Realty Resources – Los Angeles</i>	2:25PM	BREAK
10:40 AM	BREAK	2:40 PM	PUBLIC AGENCY REAL ESTATE MANAGERS' ROUNDTABLE: ACQUISITION APPRAISAL CRITERIA  Andrew P. Nierenberg <i>CalTrans, Los Angeles</i> Uriel Jiminez <i>City of Los Angeles, Public Works Department, Bureau of Engineering, RE Group</i> Moderator: Michael F. Yoshiba, Esq. <i>Richards, Watson, &amp; Gershon</i>
11:00 AM	LIABILITY AND COMPENSABLE BUSINESS DAMAGES DURING CONSTRUCTION  David Girbovan, ASA <i>Girbovan, Inc.</i> Steven Chase, Esq., Assistant Chief Counsel (Ret.) <i>CalTrans, Los Angeles</i>	3:35 PM	DATES OF VALUE IN EMINENT DOMAIN APPRAISAL  Allison E. Burns, Esq. Stradling, Yocca, Carlson, and Rauth
		4:30 PM	CLOSE

#### APPROVALS: **PENDING**

- State of California, Office of Real Estate Appraisers for 7.5 Continuing Education Hours, 90% seminar attendance is required.
- Minimum Continuing Legal Education (MCLE) credit of 7.5 Hours, 100% seminar attendance is required.

International Right of Way Association for Senior Designation Re-certification Credits (SR/WA) 7.5 Course Hours, 100% seminar attendance is required.

## 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 Artemis Manos  
Southern California Gas Co.  
1919 S. State College Blvd., SC8321  
Anaheim, CA 92806-6114

\$85 Member; \$100 Non-Member  
Lunch Only - \$25; Lunch is CHICKEN DIJONAISE  
Vegetarian Available Upon Request  
Space is Limited, Please Register Early

7.5 HOURS OREA CONTINUING EDUCATION CREDITS PENDING

7.5 HOURS SR/WA RECERTIFICATION CREDITS - PENDING

7.5 HOURS MCLE CREDITS - PENDING

*\*\*\*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. \*\*\**

**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: \_\_\_\_\_

Registration Fees:	Member	Non-Member	Amount
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: \_\_\_\_\_



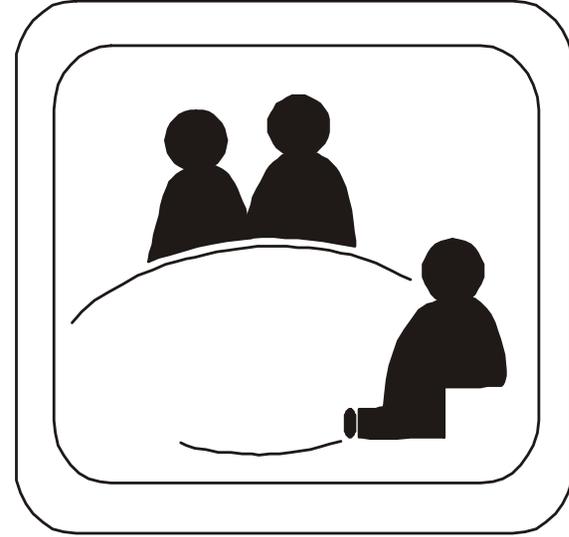
# Alternative Dispute Resolution

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  
 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](http://www.irwaonline.org)

**Fax:** 310-538-1471

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

**Contact Coordinator**

**Mail to Course Coordinator:**

Mark Brusca  
 4195 Valley Fair Street, Suite 207  
 Simi Valley, CA 93063  
 Phone: (805) 578-2400, x105  
 Fax: (805) 526-6097  
 Email: [markbrusca@sbcglobal.net](mailto:markbrusca@sbcglobal.net)

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

**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**

*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

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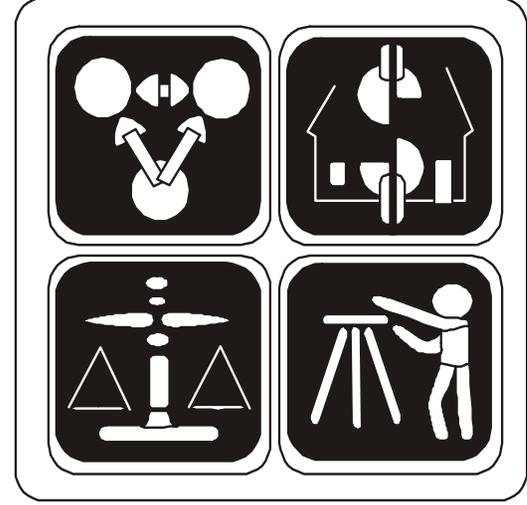
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Early Reg: \$545.00 \$ \_\_\_\_\_  
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Exam fee: \$100.00 **Total: (plus exam fee)** \$ \_\_\_\_\_

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# SR/WA Review Study Session

IRWA Course SR/WA

April 23-25, 2008

Los Angeles, CA

Sponsored by Chapter 1

**Course Description:**

This seminar is designed to prepare Candidates for taking the SR/WA comprehensive examination by reviewing the seven (7) core disciplines in the right of way profession.

The Comprehensive Exams (United States version), will be administered at the conclusion of the review session, covers the seven (7) core disciplines: Engineering, Law, Negotiation, Valuation, Environmental, Relocation, and Asset Management.

Although not required, students are encouraged to take the examination at the conclusion of the study session.

The completion of the education experience or core course requirements do not have to be completed in order to sit for the SR/WA examination.

**IMPORTANT:** The attendance at this Seminar does not guarantee successful completion of the SR/WA examination.

**NOTE:** YOU MUST FILL OUT A SR/WA CANDIDACY APPLICATION FORM AND BE APPROVED BEFORE ATTENDING THIS CLASS. IF YOU HAVE NOT, CONTACT FRANCIS VICENTE AT (310) 538-0233 EXT. 123

**Sponsored By:** Chapter 1

<b>Date</b>	<b>Time</b>	<b>Days</b>
04/23-25/2008	8am-5pm	3

**PLEASE NOTE:** The Study Session will take place on 4/23 and 4/24; exam to be administered on 4/25.

**Location:**

Gateway Building  
One Gateway Plaza  
Union Station Conference Room, 3<sup>rd</sup> Floor  
Los Angeles, CA 90012  
Phone: (213) 922-7359

**Accommodations:**

Kyoto Grand Hotel  
230 S Los Angeles Street  
Los Angeles, CA 90012  
Phone: (213) 253-9215

**Rates:**

Single \$125.00 + 14% Tax

Please contact the hotel directly by April 14<sup>th</sup> and mention IRWA to get this rate. Ask for Rosalind or Nini. There is a \$24 per day rate for self parking.

**Four Ways to Register:**

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

**Fax:** 310-538-1471

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

**Contact Coordinator**

**Mail to Course Coordinator:**

Lynn Bell  
One Gateway Plaza, MS 99-13-8  
Los Angeles, CA 90012  
Phone: (213) 922-7359 or (213) 922-2404  
Fax: (213) 922-2440  
E-mail: [bella@metro.net](mailto:bella@metro.net)

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

**About the Facilitator:**

**Michael Wolfe, SR/WA,** graduated from Sacramento State University with a degree in Business Administration and earned his "Certificate in Real Estate," and a teaching credential from the University of California, Berkeley. He is a Right of Way Agent with Alameda County, California Public Works Agency who began his right of way profession with the California Division of Highways. Mr. Wolfe specializes in the acquisition of real property and real property rights for public use and has acquired real property for CalTrans, as well as for numerous counties, cities, town and districts throughout Northern California. He was selected as a member of the Service Employees International Union bargaining team four consecutive times to help facilitate contracts between the Union and the County of Alameda. Mr. Wolfe has instructed college classes in Public Speaking, as well as several business courses. He is a Certified Instructor of International Right of Way courses in communications, law and acquisition. He was selected in 2004 as the Region One Professional of the Year, and has made presentations at several International Right of Way Education Seminars.

**Cancellation Policy**

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