

LOS ANGELES



IRWA
CHAPTER 1



May
2006

Upcoming Events

June is DARK

There will be NO June Membership Luncheon

June 5 & 6

Course 900 - Principles of Real Estate Engineering

June 26 - 30

Course 100 - Principles of Land Acquisition

October 24, 2006

Annual Fall Seminar at Quiet Cannon, Montebello - Save the Date -



President's Message

By: Tom Hanley, Metrolink

Well it is almost mid year and I look behind at this time for accomplishments and look ahead to the rest of 2006. Since the IRWA president's term is only one year, it is

imperative that the current president maintain goals and focus with the past president and future president elect. (There is only so much one guy can do in a year.) In many ways I have rode on the coattails of Holly Rockwell and the past presidents before her. With the help of Holly and others I never have to wonder what is expected or what to do next. At the same time the transition to Bryan Riggs as president next year is something that we have been working on almost from the beginning of my year.

Relocation Seminar and Membership Luncheon

Date: May 23, 2006

Time: 8:00am check in

Location: Quiet Cannon Country Club & Golf Course, 901 North Via San Clemente, Montebello (TG 636-A7)

See Flyer

Last month the annual **Valuation Conference** at the Quiet Cannon was a huge success. Thanks to Dave Roberts and his staff for putting together such an interesting and informative day. Thanks to Mark Brusca who walked us through a computer glitch so that our new projector and laptop were up and running. The annual **Relocation Seminar**, chaired by Freddy Arevalo, is scheduled later this month on **May 23, 2006** at the Quiet Cannon in Montebello. Also save the date for the **Fall Seminar** scheduled for **October 24, 2006**. Vivian Howell is hard at work getting this day ready.

Just so everyone knows, I have the new laptop and projector which belongs to our chapter for presentations and other chapter business. Let me know when you need it so that we can make arrangements to get it to you.

On June 18-21 Bryan Riggs and Tom Hanley will represent Chapter 1 at the IRWA International Education Conference in Denver. This year the conference starts on Sunday and ends on Wednesday. Let Tom or Bryan know of concerns or suggestions to help them be better representatives.

I will keep you all posted on this and all issues of importance. Thank you all for your participation and commitment.

IRWA Chapter 1 2006 Officers and Executive Board

<i>President and International Director</i>	Tom Hanley Metrolink	213-452-0256	hanleyt@scrra.net
<i>President-Elect and International Director</i>	Bryan Riggs, MAI, SR/WA Riggs & Riggs, Inc.	805-578-2400 ext 101	riggsinc@sbcglobal.net
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<i>Nominations and Awards</i>	Holly Rockwell Epic Land Solutions	310-378-0771	hollyrockwell@epicland.com
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<i>Membership</i>	Bill Larsen Integra Realty Resources	818-593-7200	wlarsen@irr.com
<i>Luncheon</i>	Vacant		
<i>Webmaster</i>	Mark Brusca Riggs & Riggs, Inc.	805-578-2400 ext 105	markbrusca@sbcglobal.net
<i>Newsletter</i>	Natalie Michelson JPI Studios, Inc.	818-634-6932	aunttaliee@aol.com
<i>Law</i>	Alan Sozio Esq. Burke, Williams, & Sorenson, LLP	213-236-2819	asozio@bwslaw.com
<i>Valuation Seminar</i>	Dave Roberts LA City General Services Asset Management	213-922-8546	djRobert@gsd.LACity.org
<i>Relocation Seminar</i>	Bill Von Klug, SR/WA, R/W - RAC LA Community Dev. Com.	323-890-7434	bill.vonklug@lacdc.org
<i>Fall Seminar</i>	Vivian Howell, SR/WA Los Angeles World Airports	(310) 417-0450	vhowell@lawa.org
<i>Historian</i>	Vacant		
<i>Engineering/Survey</i>	Vacant		
<i>Environmental</i>	Mohammed Estiri, PhD Eco & Associates, Inc.	714-832-5427	mestiri@panenv.com
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<i>Pipeline</i>	Gary Valentine, MAI, SR/WA Valentine Appraisal & Assoc.	661-288-0198	gsv@valentineappraisal.com
<i>Property Management</i>	Duncan Robb, SR/WA, R/W - AMC Metropolitan Trans. Auth.	213-922-2435	robdd@mta.net
<i>Relocation</i>	Fred Arevalo, R/W - RAC LA Community Dev. Com.	323-890-7473	fred.arevalo@lacdc.org
<i>Title</i>	Teri Kortens Lawyers Title	310-210-6741	terikortens@msn.com
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UCR currently has a job opening for a Principal Leasing Analyst.

The job description is posted at <http://humanresources.ucr.edu/jobs/JobBrowse.aspx?@strJobNumber=05-10-014>.

Please note that the job description has recently been updated to reflect the full salary range for a Principal Analyst I, and the education requirement has been changed to education and/or experience equivalent to a Bachelor's degree.

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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. May's drawing will be for \$200 so be sure to be there in case your name is drawn!

Updating your IRWA Membership Information

1. Visit 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.

Case of the Month

City of Santa Clarita v. NTS Technical Systems, etc.; Part II

By Alan A. Sozio, Esq.

(No. B169596, 2d App. Dist., Div. 2) 3/7/06 Daily J. D.A.R. 2634, 2006 Cal. App. LEXIS 290 (February 3, 2006, cert. for part. pub. March 3, 2006)

This month's Case of the Month deals with an additional issue discussed in the unpublished portion of last month's case, *City of Santa Clarita v. NTS Technical Systems*, which deals with causation as it relates to claims for loss of goodwill.

Factual Background and Procedural History

As part of the construction of Golden Valley Road, a major public arterial, the City of Santa Clarita condemned a small unimproved area within a 148.33 acre property owned by ETCR. A portion of the ETCR property located near Golden Valley Road was leased by NTS, which operated a testing facility. At trial, NTS took the position that Golden Valley Road caused its business to lose millions of dollars in goodwill. This contention was based on [1] NTS' observation that construction and existence of Golden Valley Road appeared to correspond with the loss of revenue at the Saugus/Santa Clarita facility, and [2] NTS' claim that Golden Valley Road adversely affected its ability to retain customers because Golden Valley Road's proximity to the facility created safety concerns and because Golden Valley Road allowed for public access, adversely affecting NTS' ability to provide security from commercial spying.

In advance of the jury trial, pursuant to Code of Civil Procedure section 1263.510(a)(1), the court held a bench trial on the issue of liability. In these circumstances, the court, not the jury, determines whether, by the preponderance of the evidence, any loss of goodwill was "caused by the taking of the property or the injury to the remainder." See, e.g., *Redevelopment Agency of San Diego v. Attisha* (2005) 128 Cal.App.4th 357, 367-368; *Regents of University of California v. Sheily* (2004) 122 Cal.App.4th 824, 831. During this phase of the trial, NTS called numerous employees and a financial expert as witnesses to support their claims. However, NTS did not call any current or former customer to testify at trial.

There was no dispute that, following the construction of Golden Valley Road, revenue had gone down at the Saugus/Santa Clarita facility. However, NTS' witnesses admitted no analysis had been done to determine if any tests could no longer be performed since the time Golden Valley Road was constructed. Its witnesses also could not identify any tests which were precluded or reduced due to Golden Valley Road, and could not point to any government documents precluding tests from being conducted because of Golden Valley Road.

The NTS witnesses identified only a few customers they contended were lost because of Golden Valley Road, and admitted they were not aware of any documents from customers listing Golden Valley Road as the reason for not giving the Saugus/Santa Clarita facility work. The witnesses admitted not knowing if NTS, as the low bidder, ever failed to get a contract, and did not know of any contracts which had been awarded to NTS where the contract was cancelled due to the presence of Golden Valley Road.

NTS' main argument was that Golden Valley Road must have had a significant negative economic impact on NTS, since revenue for the Saugus/Santa Clarita facility was down while revenue was up for NTS' other four facilities. The City's goodwill appraiser, Thomas Pastore, however, opined there was no correlation between the decline of revenue (about 6 percent) at the Saugus/Santa Clarita facility and the increase in revenue (about 15-20 percent) at NTS' four other facilities. This was largely based upon NTS' own 10-Q and 10-K documents filed with the SEC, which did not list Golden Valley Road as a cause for revenue loss; rather, the explanations provided included the state's energy crisis, competitive bidding and increased business costs (e.g., utilities, employee benefits and competitive pricing).

Reasoning of the Court Case

The trial court ruled that appellants had failed to show, by a preponderance of the evidence, that their losses were "caused by the taking of the property or the injury to the remainder." Civ. Proc. § 1263.510(a)(1). Thus, NTS was precluded from recovering any alleged goodwill loss in the jury phase of the trial. The court did not credit the self-serving testimony of appellants' employees that Golden Valley Road caused the loss of their customers. The court found particularly persuasive the documents filed with the SEC which listed causes unrelated to Golden Valley Road for losses sustained at the Saugus/Santa Clarita facility. The court also found especially telling the failure of appellants to offer any evidence from customers regarding Golden Valley Road concerns or any documentation about safety issues. As it is not tasked with reevaluating the evidence or reweighing credibility, the court of appeal upheld the trial court's ruling, noting there was ample evidence to support the finding that any goodwill loss was not caused by the taking.

Effects of the Decision

There are several lessons to be learned by this case. First, as a governmental agency, do not be intimidated by a correlation between construction of the project and a decrease of the revenue of a business contending a loss of goodwill. The Eminent Domain Law allows an agency to test a business owner's contention that the project caused the loss by requiring that the owner establish causation to a judge (not the jury) by a preponderance of the evidence. If there is any doubt as to whether the agency caused the losses claimed, an agency may be well-served by bifurcating liability and damages and trying liability to the judge. As in this case, the owner may have a difficult time connecting the dots between the owner's revenue losses and the project.

Second, if the business is a publicly-traded company, "thar may be gold in them thar hills." Look at the SEC disclosure documents to see what the company is telling its investors about its revenue stream. Efforts by the company to insulate itself from investor concerns can turn around and bite the company when there are no disclosures about the company's perceived effects from the condemnation action. Similar information may be gleaned from court documents if the company is involved in other legal proceedings, such as bankruptcy.

Third, if the business is one of a number of facilities run by the same company, be sure to investigate the other facilities' capabilities, products and historical performance. Any disparity between the subject location and other facilities may, as in this case, become relevant to combat a "correlation" argument (i.e., that the subject location is not tracking the performance of the other locations, which means that the loss in revenues must be from the project).

Become an IRWA Instructor.

The International Right of Way Association (IRWA) will be conducting an Instructor Clinic (Clinic) during its 52nd Annual International Education Conference in Denver, Colorado. The Clinic is scheduled immediately following the conference, on Thursday, June 22 and Friday, June 23, 2006.

The Clinic is designed specifically for those individuals interested in becoming an instructor for the IRWA, and have not completed a train-the-trainer program through a comparable professional organization approved by the International Professional Development Committee (IPDC) or are not a College/University level Instructor. The Clinic registration fee, which will be collected after a Candidate is selected, is the same as that for a two day course \$370.00 (U.S. Dollars) per person. This year we have again scheduled David Layne, SR/WA and IPDC representative, to facilitate the clinic.

The purpose of the Clinic is to offer participants an intensive, two-day training program in the latest instructional methods and techniques. A maximum of 16 Candidates will be selected to attend the Clinic. Application forms will be distributed to IRWA Region and Chapter Leaders for solicitation from interested Region members and will be available on line through the IRWA website. Successful Candidates will be notified in late March.

Should you have any questions, please feel free to contact Valerie Fries, Director of Education and Professional Development, via E-mail, at fries@irwaonline.org or by telephone at (310) 538-0233 ext. 143.

UNIFORM RELOCATION ASSISTANCE AND REAL PROPERTY ACQUISITION POLICIES ACT **UPDATE – ONE YEAR LATER**

By: Lynette Overcamp, Epic Land Solutions, Inc.

On January 4, 2005, those of us who work in the real property acquisition and relocation assistance profession were delighted to see in the Federal Register for the Department of Transportation, Federal Highway Administration, the new proposed changes in the regulations implementing the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended. These new changes took effect on February 3, 2005.

Now, one year later, the questions become, have they made a difference, and, if so, how much?

Many may have a different response to these questions, but, as a practicing acquisition and relocation consultant, I can attest to the fact that there are some changes that have made big differences. The most notable ones are as follows:

- General (Subpart A) – This Subpart, for *voluntary* acquisitions, clarifies that relocation eligibility does not become effective until there is a written purchase agreement between the Agency and owner to purchase the property. This helpful clarification eliminated some confusion from the previous assumption that the Initiation of Negotiations always triggered potential eligibility.
- Real Property Acquisition (Subpart B) – This Subpart unencumbers many small projects by increasing the threshold for appraisal waivers from \$2,500 to \$10,000 - a positive difference when projects have a substantial number of part takes requiring small acquisitions, say in a street widening project.
- General Relocation Requirements (Subpart C) – This Subpart increases requirements to provide relocation advisory assistance for non-residential relocations - an area still developing with respect to enforcement from the federal government. However, the federal government has signaled its expectations for agencies to spend a lot more time and energy helping businesses with the relocation advisory process
- Payments for Moving and Related Expenses (Subpart D) – This Subpart increases search expenses from \$1,000 to \$2,500, which seems small, but still helps get more money in the hands of the businesses. Also, permitting is now completely under unlimited moving expenses, which is a huge help, with permitting sometimes running as much as \$100,000 and lastly, a great new category of nonresidential eligible expenses (unlimited) has been added for utility connections for businesses, professional moving services and impact or one-time assessment fees for businesses.

All in all, the changes, especially with respect to non-residential relocations, have been extremely helpful with the passing of the new changes to the regulations.

Upcoming, on May 23rd, Bill Von Klug will host a Relocation Advisory Seminar at the Quiet Canon Country Club to discuss the changes in relocation advisory services in more detail.

IRWA Chapter 1, Los Angeles, presents the Third Annual Relocation Assistance Conference

**May 23 from 8-4:30 pm at the Quiet Cannon
901 N Via San Clemente Montebello CA**

The changes to the regulations of the Uniform Relocation Assistance and Real Property Acquisitions Policies Act of 1970 (Uniform Act) will have a significant impact on public agencies throughout the United States. This impact will have a greater effect in CA than in most other jurisdictions for two reasons. First, the new regulations create significant differences between the Federal regulations and the CA regulations. Second, the new regulations require a greater degree of advisory services and there appears to be a tendency with CA public agencies to minimize the responsibility to provide advisory assistance.

This seminar, sponsored by Chapter 1 (Los Angeles) of the IRWA, has assembled a great panel of experts who have a significant number of years interpreting, applying and solving the more complex issues impacting relocation programs in public acquisition and relocation.

The seminar will identify and discuss the 40+ differences between the new federal acquisition/relocation regulations and the state of California (Housing and Community Development [HCD] regulations).

Primarily, the seminar is devoted to the increased emphasis to provide relocation advisory assistance to displaced people. Understanding and applying the principals of advisory assistance discussed in the seminar will reduce litigation, increase public confidence in acquisition projects, create better relationships with people impacted by projects, promote compliance with Federal regulations and regulators and will reduce overall costs necessary to complete projects.

We will have a great luncheon speaker who will address the proposed constitutional and legislative proposals to eminent domain procedures, which, if enacted would severely impact all public agencies in CA.

Don't miss this opportunity. Sign up now! Register by e-mail at: mmeyers@paragon-partners.com or Contact:

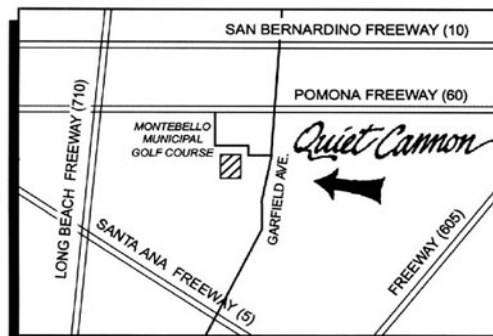
Maureen Meyers, Paragon Partners Ltd.

5762 Bolsa Avenue, Suite 210
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(714) 379-3376

Tuesday May 23, 2006 8:00 a.m. to 4:30 p.m.

Seminar Cost: \$100.00 (Includes Lunch)

Lunch only: \$25.00



AGENDA

- 7:30-8:00 Registration
- 8:00-8:30 Introduction by Fred Arévalo and William Von Klug
- 8:30-9:30 Identification and discussion of advisory assistance requirements under Federal and State regulations. Lynette Overcamp
- 9:30-9:45 Break
- 9:45-10:45 Discussion of why advisory assistance is more important now than ever before. Karen Eddleman
- 10:45-11:00 Break
- 11:00-12:00 Discussion of litigation and similar costs related to advisory assistance. Barry McDaniel
- 12:00-1:30 Lunch (Monthly Chapter 1 luncheon with Darryl Root speaker discussing the proposed California constitutional amendments and proposed legislative changes)
- 1:30-3:30 Identification and discussion of differences between state and federal acquisition requirements. William Von Klug and panel
- 3:30-3:45 Break
- 3:45-4:00 Presentation from Jana Bickel on the Federal perspective on advisory assistance.
- 4:00-4:30 Panel Question and Answer session.

-----Complete Registration Below and Mail Along your check-----

CONFERENCE AND LUNCH REGISTRATION

Name: _____ E-Mail Address: _____

Company Name: _____ Telephone: _____

\$75 Early Registration for Seminar and lunch
(Before May 13, 2006)

\$100 Conference and Lunch Registration (After May 13, 2006)

\$25 Lunch only

Beef Chicken Vegetarian

Make checks Payable to **IRWA Chapter 1**

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Speakers Bio

Fred Arévalo, R/W-RAC-has served as Chapter 1 Relocation Chairman since 2000. Fred Arévalo has over 10 years experience working for the public sector. He currently works for the Community Development Commission of the County of Los Angeles.

As a relocation specialist he oversees the work of Project Managers regarding relocation requirements involving both residential and business occupants; reviews relocation plans and needs analysis, cost studies, and relocation impact studies. Perhaps Freddy's strongest area is having an above average experience in auditing relocation files for both federal and state funded projects. He is very detail oriented and thorough.

Fred Arévalo's forthright approach to problem solving in a win-win fashion allows him to be the liaison in various disciplines within public agencies. Fred Arévalo speaks at public meetings, conferences and citizen participation groups. For the past five years, he has been the official Spanish interpreter at community meetings to promote County services for all unincorporated areas. Chapter One Nominations and Awards Committee selected Fred Arévalo Professional of the Year in 2002. This award gives consideration to IRWA Board participation, job classification, voluntary duties and effort, and general professionalism.

Jana Bickel, Relocation Specialist U.S. Dept. of Housing and Urban Development, Los Angeles Field Office. Jana has twenty-nine years of Federal Service, eighteen of it with HUD in Community Planning and Development. Department. She has administered CDBG, Section 108 HOME, ESG, HOPWA and the McKinney homeless programs in communities in Los Angeles, San Bernardino, Riverside and San Diego counties. For the last two years she has been the Southern California Relocation Specialist for HUD. During this time she has given seven relocation-training sessions and has monitored eight grantees. She has a Masters Degree from U.S.C in Public Administration.

Karen Eddleman, AR/WS Karen Eddleman - has more than 16 years of experience in providing project planning, project management and primary field agent services for relocation projects. Ms. Eddleman has specialized in Relocation Planning and Relocation Assistance. With her comprehensive understanding of State, Federal and HUD Relocation Guidelines, Karen also prepares Replacement Housing Studies, Relocation Impact Studies and Cost Estimate Studies. These documents and studies guide public agencies and non-profit organizations through the Relocation process. Ms. Eddleman has relocated all types of businesses including light industrial warehouses, machine shops, veterinary clinics, offices, school districts, liquor stores, bars, restaurants, boat shops, retail shops and churches. Her residential relocation experience spans the spectrum from luxury single-family homes and ranches to Single Room Occupancy hotels. Several projects throughout the State have allowed her to deal with the special concerns of relocating persons living in mobile homes.

Barry McDaniel is Chief Executive Officer of **Overland Pacific & Cutler, Inc.** He has over three decades of experience with relocation consulting, project planning and engineering and construction management. Mr. McDaniel has directed large scale acquisition/relocation programs including program development, budgeting, acquisition/relocation planning, relocation case implementation, property management, housing inspections, staff and client training, and quality control. These acquisition/relocation activities were undertaken while employed with a public agency and while consulting to over 200 public agencies, including airport authorities, housing authorities, school districts, transportation agencies, redevelopment and economic development agencies, and other special districts. These projects have involved a variety of funding sources that required compliance with the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (URA) and state and local public agency relocation assistance laws and guidelines. Mr. McDaniel is known for his ability to handle large, complex business relocations that require compliance with various regulatory oversight agencies. In addition, he provides expert witness support for situations that arise as a result of relocation exposure.

Lynette Overcamp, SR/WA has twenty years of acquisition and relocation experience. She has worked with numerous types of properties, including residential, commercial and industrial. She is highly knowledgeable in acquisition and relocation assistance, and familiar with the State and Federal laws pertaining to those areas. She is a licensed Real Estate Sales Person in the State of California and a Notary Public. Lynette is also the Education Chair for International Right of Way Association, Chapter 1.

Darryl Root is a Senior Project Manager with Paragon Partners Ltd. Darryl has more than twenty (20) years of professional real estate experience in the public sector involving acquisition of right of way, easements and fee property, as well as providing residential and business relocation assistance. His work experience has involved work on airports, highways, mass transit projects, school construction projects, design build projects, redevelopment projects and similar projects. He has worked on projects throughout the United States. He brings a distinctive perspective to the right of way process through his educational background. He has earned both a Juris Doctorate degree and a Master of Business Administration degree. His combination of education and national experience makes him uniquely qualified to speak on the topic of to the proposed changes to eminent domain legislation.

William Von Klug, SR/WA, R/W-RAC is currently a Senior Project Manager with Paragon Partners Ltd. In his present capacity, Mr. Von Klug trains staff for Paragon Partners and oversees acquisition and relocation projects for the Company. Prior to joining Paragon Partners he was Acquisition/relocation Coordinator for Los Angeles County Community Development Commission. He has worked in acquisition/relocation since 1970. He has worked on projects throughout the US. His projects have been governed by Federal relocation regulations and numerous different state laws. Most recently he has worked on projects governed by various Federal regulations and by State of California relocation regulations. He has over 35 years of relocation experience, has testified to Congress on relocation issues and has taught over 375 classes or seminars. Mr. Von Klug is a member of the International Right of Way Association's Relocation Committee and is a Past President of one of its chapters and was voted professional of the year by Chapter 1.

Below are the classes Chapter 1 has scheduled for 2006. 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 let me know also. We have two classes below for which we need coordinators, so feel free to volunteer to coordinate one of those. My contact info is lynetteovercamp@epicland.com.

Chapter 1 2006 Education Schedule

Course/Seminar	Date	Coordinator	Instructor
900 - Principles of Real Estate Engineering	June 5 th - 6 th , 2006	Michael Fischer 213-922-2413 fischerm@metro.net	Jerry Moran
100 – Principles of Land Acquisition	June 26 th – 30 th , 2006	Artemis Manos 213-244-5024. AGManos@semprautilities.com	Ralph Brown
140 – Principles of Wireless Site Development	July 13 th - 14 th , 2006	Lynette Overcamp 310-378-1178 lynetteovercamp@epicland.com	Alan Louie
203 – Alternative Dispute Resolution	July 27 th - 28 th , 2006	Konstantin Akhrem 323-854-0866 akhrem@yahoo.com	Vivian Howell, SR/WA
700 – Introduction to Property Management	August 14 th – 15 th , 2006	Michael Fischer 213-922-2413 fischerm@metro.net	Joe Pestinger
801 – Land Titles	August 16 th – 17 th , 2006	Lynette Overcamp 310-378-1178 lynetteovercamp@epicland.com	Joe Pestinger
602 – Project Development and the Environmental Process	September, 2006	TBD	TBD
901 – Engineering Plan Development and Application	November, 2006	Dan Kazden 805-578-2400 dkazden@sbcglobal.net	TBD

Below is a list of courses/events being sponsored by International or other Chapters. Please check the IRWA website at <http://www.irwaonline.org/education/> for the most recent information.

Other IRWA Educational Events

Date	Course #	Course Name	Location
June, 2006	506	Advanced Business Relocation	Orange County
June, 2006	603	Understanding Environmental Contamination in Real Estate	Orange County
June 2006	802	Legal Aspects of Easements	Riverside
August, 2006	402	Income Capitalization Approach	San Diego
August, 2006	403	Easement Valuation	San Diego
September, 2006	800	Principles of Real Estate Law	Orange County
September, 2006	201	Communications in Real Estate Acquisition	San Diego
September, 2006	506	Advanced Business Relocation	Riverside
September, 2006	701	Property Management: Leasing	San Diego
September, 2006	703	Real Property Asset Management	San Diego
October, 2006	803	Eminent Domain Law Basics for Right of Way Professionals	Orange County
October, 2006	501	Relocation Assistance	San Diego
October, 2006	214	Skills of Expert Testimony	Riverside
October, 2006	209	Negotiating Effectively with a Diverse Clientele	San Diego
November, 2006	902	Property Descriptions	Orange County
November, 2006	403	Easement Valuation	Riverside
January, 2007	103	Ethics and the Right of Way Profession	San Diego

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FAX REGISTRATION FORM

FOR CREDIT CARD PAYMENTS, REGISTER ONLINE USING EXTRAWEB AT IRWAONLINE.ORG OR IRWA FAST FAX AT (310) 538-1471

Name _____ Title _____ Membership # _____
Company _____ Address _____
City _____ State _____ Zip Code _____
Phone () _____ Fax () _____ E-mail _____

Registration Fees:	Member	Non-Member	Fill In Amount
Advance	\$370.00	\$475.00	\$ _____
After Deadline	\$395.00	\$500.00	\$ _____
	Required:		\$ _____

1) Principles of Right of Way Textbook – \$50.00

Optional

1) Real Estate Dictionary – \$5.00

Total Enclosed \$ _____

Please confirm my credit card registration by: Fax E-mail
 AMEX M/C Visa Card Number: _____ Exp. Date: _____

NAME AS IT APPEARS ON CARD: _____

Signature: _____ Amount to be Charged: _____

All classes scheduled by the IRWA are subject to cancellation. Although every effort is made to run each class as scheduled, occasionally a class must be cancelled due to insufficient enrollment or unavailability of instructor. Payments made to IRWA, for tax purposes, are not deductible as charitable contributions; but may qualify as a usual and necessary business expense.

4 WAYS TO REGISTER

EXTRA WEB at www.irwaonline.org

FAST FAX: 310-538-1471

PHONE: 310-538-0233 x138

MAIL TO: class coordinator's address

REGISTRATION DEADLINE:

May 15, 2006

MAKE CHECK PAYABLE TO:

INTERNATIONAL RIGHT OF WAY ASSOCIATION

MAIL CHECK TO CLASS COORDINATOR:

Michael A. Fischer

For additional information, please contact

Class Coordinator:

Michael A. Fischer

LACMTA

One Gateway Plaza MS 99-13-8

Real Estate Department 13th Floor

Los Angeles, CA 90012-2952

Phone: 213-922-2413 Fax: 213-922-2440

E-mail: fischer@metro.net

For further information about IRWA courses, please visit our
Web site at: www.irwaonline.org / Email: education@irwaonline.org

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 \$25 fee will be charged for registrations received after deadline and for those registering on day of class.



Principles of Real Estate Engineering

Course 900

SPONSORED BY

Chapter 01

DATE	TIME	DAYS
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June 5-6, 2006	8AM to 5PM Daily	2
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LOCATION

Hilton- Torrance/SouthBay

21333 Hawthorne Boulevard

Torrance, CA 90503

ACCOMMODATIONS

Hilton- Torrance/SouthBay

21333 Hawthorne Boulevard

Torrance, CA 90503

Phone: 310-540-0500 Fax: 310-540-7785

RATES

Single/Double - \$129.00 + 14% Tax

Please contact hotel directly for rates and reservations; mention the IRWA.

Intended for non-engineers, *PRINCIPLES OF REAL ESTATE*

ENGINEERING, is a valuable refresher course for experienced agents, and an introductory course for novices. Learn how to use engineering equipment such as an engineering scale and protractor; basic skills in reading and interpreting information contained in engineering plans, and how to read, understand, and plot property descriptions.

With the use of lecture, questions and answers, exercise methods, graphic illustrations and transparencies, students will learn how to use engineering equipment such as an engineering scale and protractor; basic skills in reading and interpreting information contained on engineering plans; and how to read, understand and plot simple descriptions using the most common methods of property descriptions. Students will understand the basic principles of engineering drawings; be able to understand and interpret information on plans' use an engineer's scale to determine distances; Identify types of highway curves; determine the effects of a project on a property; able to understand the background of property descriptions; knowledgeable with the basic features of property descriptions; familiar with the most common systems and methods of property descriptions; able to write and plot property descriptions using various methods.

TOPICS:

- Using Engineering Scales and Protractors
- Definition of Engineering Terms
- Three-View Concept of Plan, Profile and Cross-Section Views
- Basic Skills in Interpreting Engineering Plans
- Basics of Reading, Understanding and Plotting the Most Common Types of Property Descriptions

REAL ESTATE ENGINEERING

PRINCIPLES OF REAL ESTATE ENGINEERING COURSE 900

Re-certification Credit: 16 hours

Required Prerequisites: a minimum of one year of professional Right of Way Experience or C100.

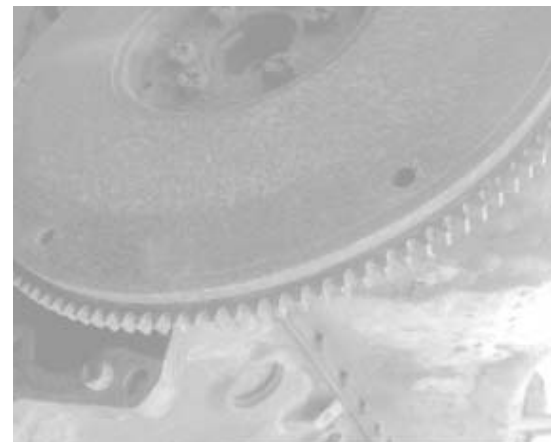
Principles of Right of Way Textbook is mandatory for this course. Please note that the text is NOT included in tuition fee and must be purchased separately.

FACILITATOR:

Jerry Moran is Vice President of NMI Management & Training Services in Oakland, California, which specializes in land and easement acquisition training. Jerry spent twenty-five years with Pacific Bell in various management & positions. He co-founded NMI in 1991. Jerry's professional background is:

- Twenty-five years with Pacific Bell specializing primarily in Right of Way Acquisition
- Taught the Bell System/Belcore Right of Way schools
- Certified instructor for the International Right of Way Association
- Past president of Chapter Two (1998) International Right of Way Association
- Chapter Two's "Professional of the Year" 1998
- Author of several magazine articles that appeared in technical magazines and the IRWA magazine
- Author of numerous specialized training courses in land and easement acquisition
- Adjunct faculty at University of Wisconsin Engineering School
- Right of way expert witness

June 5-6, 2006
Torrance, CA
Course 900
Engineering
Principles of Real Estate

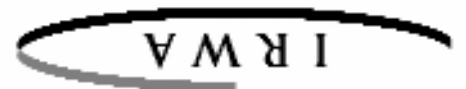


REAL ESTATE ENGINEERING

Torrance, CA 90502-1144
19750 South Vermont Avenue, Suite 220
Harbor Business Center

INTERNATIONAL RIGHT OF WAY ASSOCIATION

INTERNATIONAL RIGHT OF WAY ASSOCIATION



Principles of Land Acquisition is designed for the new right of way agent, who has very little or no experience in the right of way field.

This course covers the following topics: appraisal of real property, legal terms in real estate, metes & bounds, systems for property description, basic methods of appraising fee property, successful negotiation, environmental issues and applicable relocation requirements in acquisition and management.

USPAP textbook, The Real Estate Dictionary Sixth Edition, and Engineering Tools included with tuition fees.

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

BASIC

PRINCIPLES OF LAND ACQUISITION COURSE 100

Recertification Credit: 32 hours

Required Material: Hand-held calculator

Principles of Right of Way Textbook is required for this course. Please note that the text is NOT included in tuition fee and must be purchased separately.

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.

Principles of Land Acquisition
Course 100
June 26-29, 2006
Downey, CA



BASIC

INTERNATIONAL RIGHT OF WAY ASSOCIATION
Harbor Business Center
19750 South Vermont Avenue, Suite 220
Torrance, CA 90502-1144



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FOR CREDIT CARD PAYMENTS, REGISTER ONLINE USING EXTRAWEB AT IRWAONLINE.ORG OR IRWA FAST FAX AT (310) 538-1471

Name _____ Title _____ Membership # _____
Company _____ Address _____
City _____ State _____ Zip Code _____
Phone () _____ Fax () _____ E-mail _____

Registration Fees:	Member	Non-Member	Fill In Amount
Advance	\$670.00	\$850.00	\$ _____
After Deadline	\$695.00	\$875.00	\$ _____
	Optional		\$ _____
	1) Principles of Right of Way Textbook - \$50.00		
	Total Enclosed		\$ _____

Please confirm my credit card registration by: Fax E-mail
 AMEX M/C VISA CARD NO: _____ EXP. DATE: _____

NAME AS IT APPEARS ON CARD: _____

Signature: _____ Amount to be Charged: _____

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4 WAYS TO REGISTER

EXTRA WEB at www.irwaonline.org

FAST FAX: 310-538-1471

PHONE: 310-538-0233 x138

MAIL TO: class coordinator's address

REGISTRATION DEADLINE:

June 5, 2006

MAKE CHECK PAYABLE TO:

INTERNATIONAL RIGHT OF WAY ASSOCIATION

MAIL CHECK TO CLASS COORDINATOR:

Artemis Manos

For additional information, please contact

Class Coordinator:

Artemis Manos

555 W. 5th Street. M.L. 26C2

Los Angeles, CA 90013

Phone: 213-244-5024

Fax: 213-226-4309

E-mail: AGManos@semprautilities.com

For further information about IRWA courses, please visit our
Web site at: www.irwaonline.org/Email: education@irwaonline.org

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 \$25 fee will be charged for registrations received after deadline and for those registering on day of class.



Principles of
Land Acquisition
Course 100

SPONSORED BY

Chapter 1

DATE	TIME	DAYS
June 26-29, 2006	8AM to 5PM Daily	4

LOCATION

Downey Energy Resource

9240 E. Firestone Blvd.

Downey, CA 90242

ACCOMMODATIONS

Embassy Suites

8425 Firestone Blvd

Downey, CA 90241

Phone: 562-861-1900

RATES

Single/Double \$ \$154.00 plus tax Please contact facility directly.
Mention International Right of Way Association for special Rates.

**Alternative Dispute Resolution
COURSE 203**

Re-certification Credit: 16 hours

Class may be used to fulfill part of the Education requirement for the SR/WA
Designation and Certification Program: 2 days

Class 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 1,000 right of way issues to conclusion, this course is engaging, stimulating, and designed to give you more tools for success. Course tuition includes: Student Manual

Required reading material: "Getting a Yes, Negotiating Agreement without Giving In" textbook. Can be purchase at local bookstores and the Internet at a retail price of \$12.00. Students should read the book prior to attending the class.

INSTRUCTOR:

Vivian D. Howell, SR/WA, MBA is an administrator through the offices of the Deputy Executive Director of Long Range Planning at Los Angeles World Airports with over 22 years of experience at the City of Los Angeles (City) in right of way, land use, finance and management in varying positions such as Real Estate Officer, Assistant Division Director and Director of Property Management. Her professional projects have been in the fields of negotiation, acquisition, condemnation, relocation, appraisal, asset management, business development and conflict management. Ms. Howell is also a Facilitator and Mediator through the City's Dispute Resolution Program in the Office of the City Attorney. She is an approved instructor for IRWA, a member of the International Relocation Committee and Co-Chair of Chapter 1's Professional Development Committee.

Alternative Dispute Resolution Course 203

July 27-28, 2006

Los Angeles, CA



INTERNATIONAL RIGHT OF WAY ASSOCIATION
Harbor Business Center
19750 South Vermont Avenue, Suite 220
Torrance, CA 90502-1144

FAX REGISTRATION FORM

FOR CREDIT CARD PAYMENTS, REGISTER ONLINE USING EXTRAWEB AT IRWAONLINE.ORG OR IRWA FAST FAX AT (310) 538-1471

Name _____ Title _____ Membership # _____

Company _____ Address _____

City _____ State _____ Zip Code _____

Phone () _____ Fax () _____ E-mail _____

Registration Fees:	Member	Non-Member	Fill In Amount
Advance	\$405.00	\$510.00	\$ _____
After Deadline	\$430.00	\$535.00	\$ _____

Optional

- 1) Principles of Right of Way Textbook - \$50.00 \$ _____
2) Real Estate Dictionary - \$5.00 \$ _____

See Course Description For Required Reading Material

Total Enclosed \$ _____

Please confirm my credit card registration by: Fax E-mail

AMEX M/C Visa Card Number: _____ Exp. Date: _____

NAME AS IT APPEARS ON CARD: _____

Signature: _____ Amount to be Charged: _____

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4 WAYS TO REGISTER

EXTRA WEB at www.irwaonline.org

FAST FAX: 310-538-1471

PHONE: 310-538-0233 x138

MAIL TO: class coordinator's address

REGISTRATION DEADLINE:

July 13, 2006

MAKE CHECK PAYABLE TO:

INTERNATIONAL RIGHT OF WAY ASSOCIATION

MAIL CHECK TO CLASS COORDINATOR:

Konstantin Akhrem

For additional information, please contact

Class Coordinator:

Konstantin Akhrem

PO Box 48483

Los Angeles, CA 90048

Phone: (323) 854-0866

Fax: (323) 658- 8777

Email: akhrem@yahoo.com

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 \$25 fee will be charged for registrations received after deadline and for those registering on day of class.



Alternative Dispute Resolution
Course 203

SPONSORED BY

Chapter 1

DATE	TIME	DAYS
July 27-28, 2006	8AM to 5PM Daily	2

LOCATION/ACCOMMODATIONS

HILTON Los Angeles Airport (LAX)

5711 W. Century Blvd.

Los Angeles, CA 90045

Phone: 310-410-4000

Fax: 310-410-6250

RATES

Single: \$189.00 + 14% tax. Please contact hotel directly for reservations.