

LOS ANGELES



IRWA
CHAPTER 1



May
2007

Upcoming Events

May 14-15

Course 205 - Bargaining Negotiations

May 22

Annual Relocation Seminar at Quiet Cannon, Montebello

July 30

Course 401- The Appraisal of Partial Acquisitions



President's Message

By: Bryan Riggs, MAI,
SR/WA

As we turn towards summer and are enjoying much warmer days, Chapter 1 is also heating up with our educational and seminar

offerings. We just hosted [The 15th Annual Valuation Conference](#) at the Quiet Cannon in Montebello. Much thanks to Paul Norlen, MAI and Joyce Riggs, MAI, SR/WA for coordinating this wonderful event. We had over 70 attendees.

This month, Chapter 1 will be presenting our [3rd Annual Relocation Seminar](#) on May 22th at Quiet Canon in Montebello. Bill VonKlug, SR/WA, R/W-RAC is the

Membership Luncheon

May 22, 2007

Relocation Seminar/
Membership luncheon

Location: Quiet Cannon,
Montebello

June

DARK

Chair of this event and has assembled a fantastic panel of seasoned experts. Some of the topics will include Real Estate Law, Interpreting Appraisals, Negotiation Skills, Documentation Requirements as it all applies to Relocation and how well does a Relocation Agent put it all together. A real hands on seminar!

At the Conference and during our lunch, we will host our General Membership Meeting. So if cannot attend the Relocation Conference, please do join us for lunch. The Luncheon Key Note Speaker will be Joel Sewell from Paragon Partners. Mr. Sewell will speak on their latest version of PDQ Data Management System. This internet image information system was developed for real estate appraisal and right-of-way profession. If you would like to join us for just lunch, please contact Maureen Meyers (714) 379-3376 and/or send in your registration marked "lunch only" <mailto:Cheryldemucci@epicland.com>. This will be a great opportunity to network with IRWA members. **Please see the Relocation Seminar Flyer.**

Please do not miss our next educational offerings, [Course - 205, Bargaining Negotiations on May 14-15 at MWD](#) and [Course - 401, The Appraisal of Partial Acquisitions on July 30-August 3 at MWD](#). **Please see Course Flyers and our complete Education Schedule as attached.**

Looking ahead [IRWA's 53rd Annual International Educational Conference](#) will be held in Sacramento, California on June 17-21 this year. For more information, please visit www.irwaonline.org. We will be Dark in June, but will be hosting our July President's Luncheon at Marina Del Rey (see our Luncheon Flyer next month). So please, come and join us, as it should be a fun luncheon honoring our past presidents with an open networking luncheon. I look forward to seeing all of you at our upcoming events.

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

<i>President and International Director</i>	Bryan Riggs, MAI, SR/WA Riggs & Riggs, Inc.	805-578-2400 ext 101	riggsinc@sbcglobal.net
<i>President-Elect and International Director and Tri-Chapter Chair</i>	Andrew Thompson, SR/WA Sempra Utilities	310-244-5032	athompson@semprautilities.com
<i>Treasurer</i>	Vivian Howell, SR/WA Los Angeles World Airports	310-417-0450	vhowell@lawa.org
<i>Secretary</i>	Bill Larsen Integra Realty Resources	818-593-7200	wlarsen@irr.com
<i>Professional Development</i>	Michael Popwell, SR/WA LA Community Dev. Com.	323-890-7195	michael.popwell@lacdc.org
<i>Nominations and Awards</i>	Tom Hanley, P.E. Paragon Partners	714-379-3376 ext 222	thanley@paragon-partners.com
<i>Education</i>	Keith Dang, MAI, SR/WA AFI Valuation Group, Inc.	310-378-0309	afivaluation@aol.com
<i>Membership</i>	Alan Sozio Esq. Burke, Williams, & Sorenson, LLP	213-236-2819	asozio@bwslaw.com
<i>Luncheon</i>	Cheryl DeMucci Epic Land Solutions, Inc.	310-378-2061	cheryldemucci@epicland.com
<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>	Michael Yoshiba, Esq. Richards, Watson & Gershon	213-626-8484	myoshiba@rwglaw.com
<i>Valuation Seminar</i>	Paul Norlen, MAI Metropolitan Water District	213-217-7665 ext 102	pnorlen@mwdh2o.com
<i>Relocation Seminar</i>	Bill Von Klug, SR/WA, R/W - RAC LA County Development Commission	323-890-7495	Billvonklug@LACDC.org
<i>Fall Seminar</i>	Joyce L. Riggs, MAI, SR/WA Riggs & Riggs, Inc.	805-578-2400 ext 102	jlriggs@sbcglobal.net
<i>Historian</i>	Dan Kazden Riggs & Riggs, Inc.	805-578-2400 ext 104	dankazden@sbcglobal.net
<i>Engineering/Survey</i>	Art Cordero, PLS, SR/WA City of Los Angeles	213-482-7192	apcor75a@yahoo.com
<i>Environmental</i>	Mohammed Estiri, PhD Eco & Associates, Inc.	714-832-5427	mestiri@panenv.com
<i>Pipeline/Utility</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	909-627-2590	duncary@msn.com
<i>Liaison</i>	Tom Hanley, P.E. Paragon Partners	714-379-3376 ext 222	thanley@paragon-partners.com
<i>Title</i>	Teri Kortens Land America Commercial Services	213-330-3084 310-210-6741 cell	tkortens@landam.com

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 \$290 so be sure to be there in case your name is drawn!

IRWA Chapter 1, Los Angeles, presents

The Third Annual Relocation Assistance Conference May 22 from 8-4:30 pm at the Quiet Cannon 901 N Via San Clemente Montebello CA

A good relocation agent must have skills, knowledge and training in areas that supplement their relocation knowledge. A good relocation agent must be able to read and understand a real estate appraisal. A good relocation agent must know and understand basic real estate law. A good relocation agent must be able to effectively communicate information and knowledge to a displaced person so they can work with that person to solve relocation problems. A good relocation agent must be knowledgeable of the needs of the people or agency funding the relocation project. This seminar covers those topics.

The seminar is for relocation agents, employers of relocation agents and any public or private employee involved with public acquisition or relocation projects. From the perspective of the relocation process this course will teach the attendee how to read an appraisal, the basics of real estate law and communication/negotiation fundamentals. In addition the course will cover documentation requirements and provide insight from a federal relocation monitor.

This is a one of a kind seminar. It condenses information found in appraisal courses, real estate law courses and negotiation skills courses into a brisk and enlightening one day seminar. We have SR/WA approved credit, and pending MCLE and DRE credit.

This seminar, sponsored by Chapter 1 (Los Angeles) of the IRWA, has assembled an august 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 projects.

We will have a great luncheon speaker who will share with the audience a tool his firm developed to efficiently and (almost) effortlessly track relocation and acquisition projects.

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

**Maureen Meyers, Paragon Partners Ltd.
5762 Bolsa Avenue Suite 210
Huntington Beach CA 92646
(714)379-3376**

**Tuesday
May 22, 2007
8:30 AM until 4:30 PM**



AGENDA

- 8:30-9:00 Registration
- 9:00-9:15 Introduction by William Von Klug
- 9:15-10:00 Explanation and essentials of how to read, understand and communicate the pertinent fundamentals of a real estate appraisal. Andy Nierenberg will teach the attendees these essentials.
- 10:00-10:10 Break
- 10:10-11:00 A good relocation agent must know some basic real estate law. Relocation agents must know what to tell and what not to tell people about their legal rights. This discussion will instruct the attendees in many of the ins and outs of basic real estate law as it applies to relocation activities. Mike Yoshiba is the presenter.
- 11:00-11:50 A good relocation agent must understand the principals of Win/win negotiations and more importantly apply those principals. This discussion will identify key elements of Win/win negotiations. It will identify interpersonal skills that a good relocation agent must possess to successfully solve relocation problems. William Von Klug is the presenter.
- 12:00-1:30 Lunch (Monthly Chapter 1 luncheon) with Joel Sewell demonstrating an innovative computer tool to track acquisition and relocation activities for both large and small projects
- 1:30-2:20 One of the most critical components of a successful relocation is insuring that there is an understanding of why decisions were made in a timely fashion. This must be completed in a way that is easily understood by a person reading a completed relocation file. Michele Folk will share here knowledge in the essential world of documenting a relocation file.
- 2:20-2:30 Break
- 2:30-3:20 Putting it all together. A good relocation agent puts all the parts together. They must know the principals of applicable relocation laws and regulations plus they must have appraisal, engineering, real estate law and negotiation knowledge. Lynette Overcamp will put the whole package together and share with the attendees what it takes to make a good relocation agent.
- 3:20-4:00 Reviewing and monitoring a relocation project. Any time a project is funded with Federal funds or monitored by an outside party the file and supporting documentation must comply with applicable state and/or federal regulations. Jana Bickel will share with the attendees the needs of auditors and monitors of public relocation projects.
- 4:00-4:30 Panel Question and Answer session.

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

CONFERENCE AND LUNCH REGISTRATION

Name: _____ E-Mail Address: _____

Company Name: _____ Telephone: _____

- \$85 Early Registration for Seminar and lunch
(Before May 12, 2006)
- \$100 Conference and Lunch Registration (After May 13, 2006)
- \$25 Lunch only

Beef **Chicken** **Vegetarian**

*Make checks Payable to **IRWA Chapter 1***

Mail to:

**Maureen Meyers
Paragon Partners Ltd.
5762 Bolsa Avenue
Huntington Beach CA 92649
(714)379-3376**

Speaker Biographies

Jana Bickel, Relocation Specialist U.S. Dept. of Housing and Urban Development, Los Angeles Field Office. Jana has thirty years of Federal Service, nineteen of it with HUD in Community Planning and Development. 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.

Michele Folk, SR/WA, R/W-RAC, has been a successful acquisition/relocation Project Manager for Overland, Pacific and Cutler Inc. (OPC) for over seven years. Ms. Folk also brings over 15 years of business experience and has an extensive background in teaching, communication, negotiation and marketing. Ms. Folk is well versed in the URA, California Redevelopment law and Federal relocation regulations. As a Senior Project Manager and Manager of the Irvine office of OPC she directs a wide variety of complex projects involving both acquisition and relocation assistance.

Andrew Nierenberg, Andrew P. Nierenberg currently serves as the CALTRANS, District 7 Right Way Manager. Just prior to assuming the position of Right of Way Manager in June 2003, Mr. Nierenberg served as Chief of the Southern Right of Way Region Special Projects Appraisals Branch, managing a regional appraisal team responsible for delivering of appraisals of properties required for the Route 60/91/I-215 Interchange Project in Riverside County. Prior to that Mr. Nierenberg served as Southern Right of Way Region Special Projects Manager and Condemnation Appraisal Specialist. Nierenberg joined CALTRANS' District 7 Right of Way in 1983, where he has worked in Property Management, Relocation Assistance, Acquisition, and Appraisals.

Mr. Nierenberg holds a Bachelor of Arts Degree in Economics and European History and a Master of Science Degree in Public Administration. He has served as a member of the Public Administration Advisory Committee at California State University, Los Angeles, and is a member of the International Right of Way Association. Mr. Nierenberg has also served 13 years as adjunct professor at the California State University, Northridge Roland Tseng College of Extended Learning in Real Estate Appraisal. He is an AQB Certified USPAP Instructor and a California State Certified General Appraiser.

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 active with Chapter 1 of the International Right of Way association having served as its Education Chair.

Joel N. Sewell is Executive Vice President and co-founder of Paragon Partners Ltd. Mr. Sewell has nearly 30 years of experience in Land and Right of Way acquisition, management, permitting, title research, environmental compliance, and route analysis for pipeline, rail, public infrastructure, road and telecommunications projects. Projects he has worked on include FERC-regulated pipelines, landfills, school sites, telecommunication systems, reservoirs, product pipelines, refinery sites, terminal facilities, transportation corridors, electric transmission systems and generation facilities. Mr. Sewell has participated in and managed right of way projects in California, Washington, Utah, Arizona, Wyoming, New Mexico, Texas, the New England states and in Australia.

Mr. Sewell has more than fifteen (15) years experience in document management system design and system integration. He has been instrumental in the development of Paragon Data Quest, (PDQ), a Right of Way/Real Estate information management and capture (scanning, OCR) system used by Paragon to manage and track both linear right of way and site acquisition projects. In addition, PDQ is used by PacifiCorp and other major utilities to manage their right of way, properties and facilities.

William Von Klug, SR/WA, R/W-RAC is currently working for the 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 36 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.

Michael F. Yoshiba is a shareholder at Richards, Watson and Gershon specializing in the area of eminent domain, representing both public entities and property owners. Michael is uniquely qualified to discuss relocation topics since he worked as a relocation agent, right of way agent for the California Department of Transportation (CALTRANS) before practicing law. After admission to the bar Michael continued working for CALTRANS as a Deputy State Attorney. Current clients represented by Michael include the La Mirada Redevelopment Agency, City of Agoura Hills, County of Ventura, and LeFeill Manufacturing.

Case of the Month

I. Real Estate – Stop Putting the Squeeze on the Handicap Lanes

Patrick Madden v. Del Taco, Inc. Filed April 25, 2007, Third Appellate District (Cite as 2007 SOS 5843)
by: Michael F. Yoshiba, Esq., Richards Watson & Gershon, a Professional Corporation

Patrick Madden sued restaurant owner Del Taco, Inc. because he fell from his wheelchair and was injured when he attempted to pass a concrete trash container partially blocking a handicap access ramp and leading to one of two main entrances to a Del Taco restaurant. The trial court originally found no liability of Del Taco on Madden’s claim that having the trash container on the path to an entrance of the restaurant violated his rights, under the Americans with Disabilities Act of 1990 (hereafter ADA), as an individual with a disability to full and equal access to a public accommodation. The appellate court disagreed.

The appellate court decided that allowing a concrete trash container to block wheelchair access to a restaurant entrance is a prima facie violation of the Americans with Disabilities Act of 1990 (hereafter ADA) (Pub.L. No. 101-336 (Jul. 26, 1990) 104 Stat. 327). Any such violation also violates California law (Civ. Code, § 54 et seq.), which requires full and equal access to a place of public accommodation for persons with disabilities.

The ADA provides: “No individual shall be discriminated against on the basis of disability in the full and equal enjoyment of the goods, services, facilities, privileges, advantages, or accommodations of any place of public accommodation by any person who owns, leases (or leases to), or operates a place of public accommodation.” (42 U.S.C. § 12182(a).)

Discrimination under the ADA, as to a place of public accommodation includes “a failure to remove architectural barriers . . . in existing facilities, . . . where such removal is readily achievable; . . .” (42 U.S.C. § 12182(b)(2)(A)(iv).)

ADA laws provide that a public accommodation shall maintain in operable working condition those features of facilities and equipment that are required to be readily accessible to and usable by persons with disabilities by the [ADA] or this part, one exception is an interruption in access for maintenance or repairs.

Here the access obstruction, placing the concrete trash container on the ramp, is the result of the affirmative conduct of Del Taco and not an “interruption in access due to maintenance or repairs.” And it was no excuse that the store had two different public handicap ramp entrances available, one of which was not blocked when Madden visited the store, was no defense to the ADA violation.

Lesson: “When it is obvious that the goals cannot be reached, don’t adjust the goals, adjust the action steps.” Confucius.

New Members

Name	Company Name	Referred By
James “Anthony” Borger	Del Richardson and Assoc.	Del Richardson
Mark Ballman	LA Dept of Public Works	Mark Brusca
Arturo S. Perez	Paragon Partners	Darryl Root

Article of the Month

International and National Pipeline Industry

By: Gary Valentine, MAI, ASA, SR/WA
IRWA, Chapter no. 1, Pipeline Chair

Recent studies support that the international and national pipeline network has become more intra-connected, its routes more complex and business operations more efficient as environmental concerns impact proposed pipeline projects like never before.

According to *Pipeline and Gas Journal*, the 2006 international survey figures indicate 70,421 miles of new and planned pipelines are under construction and planned. Of these, 62,056 miles of projects in the planning phase and 8,365 miles account for pipelines in various stages of construction. Since a year ago, new and planned pipeline mileage has increased more than 15,650 miles.

South and Central America, Caribbean:	11,438 miles
Western Europe and European Union:	1,183 miles
Africa:	9,144 miles
Middle East:	6,645 miles
Former Soviet Union and Eastern Europe:	14,462 miles
Asian Pacific Region:	26,849 miles

Backers of the multi-dollar proposal to ship vast stores of liquid natural gas from Peru's Amazon Rainforest to the United States are seeking Bush Administration support for international financing, but environmental questions are complicating the bid. The project involves an investment of \$2.7 billion to build a pipeline, a gas liquefaction plant, terminal, and other facilities to collect about 4.4 million tons of liquid natural gas annually. The bank has required an investigation into environmental impact before voting on it. If approved, it would be the largest project the American Development Bank has financed in Latin America. The International American Bank, however, is already looking into problems with earlier phases of the project - 2 gas pipelines it helped finance in 2005 with a \$75 million loan. The pipelines carry gas 340 miles through the Rainforest from Peru's Camisea Field, running across the 14,000-foot Andes Mountains to Pico, a coastal fishing village south of the capital, Lima. In December 2004, there had been five leaks in the second natural gas liquids line, spilling thousands of barrels into pristine rivers and killing the fish upon which indigenous communities depend for their livelihood. The latest spill occurred March 4 and led to an explosion and fire that injured two residents. Aside from the spills, which the groups contend are the result of shoddy construction and defective materials, environmentalists point to a Peruvian government report that the gas development project is harming the once isolated indigenous people living near the gas field and along the lines. The report from the State Office of People's Defenders said 17 deaths among them could be attributed to influenza brought by contact with outside workers. The disease, contracted by these groups due to contact with the company's workers, could be catastrophic, said the report, citing syphilis, influenza, diarrhea, and respiratory ailments.¹

Construction of the Eastern Siberia Oil Pipeline has commenced despite an order by Russian President Putin to change the pipeline's route. Putin ordered that the route be changed to keep it away from Lake Baikal. The pipeline is proposed to pass within 800 meters of Lake Baikal, the world's largest freshwater reserve, a UNESCO World Heritage Site. The area is prone to considerable seismic activity, which analysts have said could lead to a major spill in the lake. Transneft officials said the decision to re-route the pipeline could extend length by 1,000 km. The first stage has been scheduled to be completed by the end of 2008.²

Two existing pipelines whose owners reversed the flow of lines to transport Canadian crude south to the US are now in service. In April 2006, completion of a pipeline reverse project by Mobil Pipeline Company, an affiliate of Exxon Mobil Pipeline Company, resulted in delivery of Canadian crude to the United States Gulf Coast refineries. A first for the US Gulf Coast Region and Canadian crude producers alike, the first delivery was made possible following the reversal of a 20-inch, 858-mile MPLCO Crude oil pipeline that historically runs south and north from Nederland, Texas to Patoka, IL. This 648-mile segment from Patoka to Corsicana, Texas had been idle for several years, while a 210-mile segment from Corsicana to Nederland had been moving predominately foreign crude north to markets in North Texas and Oklahoma. The crude being shipped to the Gulf Coast is produced in Alberta and stationed in Edmonton and Hardisty. The crude then travels more than 2,300 miles through a network of pipelines before arriving on the Gulf Coast. Travel time for Hardisty to Texas is approximately 54 days. Once the crude arrives in the Gulf Coast, it can be delivered to refineries in Beaumont, Houston, and Lake Charles, LA area. Reversal of the project required addition of a new pump station at the Patoka, reverse/relocation of 47 check and block valves, reversing the flow through six existing pump stations, installation of bypass at 8 stations, examining the pipe wall for defects, insuring structural soundness of the line by testing it to pressures much higher than those it will operate under in the future, filling the line with 1.65 million barrels of crude, and start-up of the line flowing from Patoka to Nederland. The pipeline will operate an average near its estimated capacity of 66,000 barrels per day of heavy crude.³

In 2005 El Paso, a venture made up of Kinder Morgan Energy Partners and Sempra Pipelines and Storage, announced plans for a 2,500 mile pipeline project out of the Rockies. The project will connect El Paso's western pipelines, which offer extensive access to growing natural gas supplies in the Rockies and mid-continental regions, with El Paso's southeastern pipelines, which offer access to markets from Florida and New England as well as the mid-west. The project will also provide access to production in north and east Texas. It would involve the construction of more than 1,000 miles of up to 42-inch diameter pipeline to connect El Paso's Colorado Interstate, and the project can be placed into service as early as November 2008. The cost is estimated at \$3 billion.⁴

In conclusion, as the demand continues for more pipelines at home, the environmentalist will be tempered because American engineers are becoming more innovative in ways to use the existing national pipeline network more efficiently. But for developing countries and Asia, the environmentalists will have to be more tolerant for them to build their ever so needed pipeline infrastructure. Otherwise, the developing countries and Asia will be handicapped in their potential for economic growth.

¹ Ottayay, D. Washington Post, 21 April 2006.

² Fellers, Gordon. Pipeline and Gas Journal, 1 June 2006.

³ Tubb, Rita. Pipeline and Gas Journal, 1 June 2006.

⁴ Pipeline and Gas Journal, November 2005.

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.

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.

Chapter 1 2007 Education Schedule

Course/Seminar	Date	Location	Coordinator
401 – The Appraisal of Partial Acquisitions	July 30 – August 4, 2007	MWD	Angela Aldridge (213) 217-6394 aaldrige@mwdh2o.com
800 – Principles of Real Estate Law	October 18-19, 2007	DPW	Mark Brusca (805) 578-2400 markbrusca@sbcglobal.net

Chapter 11, 57 and 67 2007 Education Schedules

Course/Seminar	Date	Location	Coordinator
505 – Advanced Residential Relocation Assistance	June 1	Santa Ana, CA	Laurie Reese (714) 379 - 3376
215 – Pipeline Right Of Way Agent's Development Program	June 7-8	Riverside, CA	Lisa Andersen (951) 826-5115
200 – Principle of Real Estate Negotiation	June 7-8	Orange, CA	Melissa Devitt (714) 379-3376
504 – Computing Replacement Housing Payments	June 28-29	Riverside, CA	Kim Reed (951) 826-5462
400 – Principles of Real Estate Appraisal	June 2007	Riverside, CA	Lisa Andersen (951) 826-5115
100 – US Land Titles	October 2007	Riverside, CA	Jan Spindler (951) 826-5498
Chapter 57 - First Annual Golf Tournament & Educational Seminar	October 18, 2007	Eagle Glen Golf Course – 1800 Eagle Glen Parkway, Corona	Jim Kearns (951)780-7328, Walt Evans (760)419-9236, or Marilee Rendulich (909) 387-7836

Register Online 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 04/15/2007	\$425.00	\$530.00	\$ _____
Total:			\$ _____

* (MATERIALS NOT INCLUDED MAY BE ORDERED ON-LINE AT WWW.IRWAONLINE.ORG)

PRINT NAME AS IT APPEARS ON CARD: _____

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


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

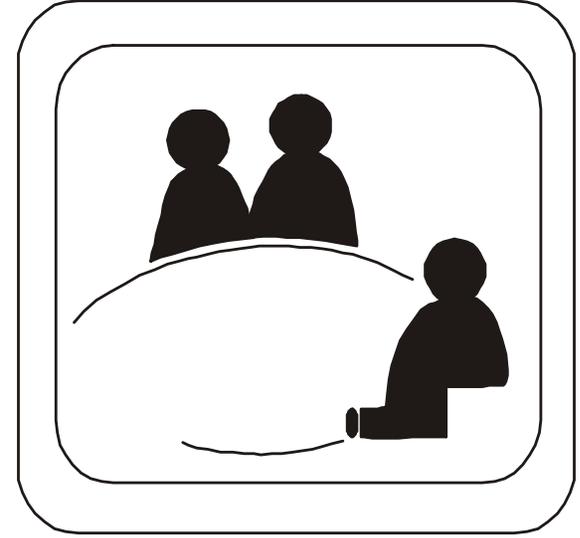
Bargaining Negotiations

IRWA Course 205

May 14 - 15, 2007

Los Angeles, CA

Sponsored by Chapter 1




INTERNATIONAL RIGHT OF WAY ASSOCIATION

Course Description:

This class teaches the skills required to win at bargaining negotiations. Problem-solving negotiations, as taught in Courses 100, 200, 201 and 202, are widely accepted as the preferred type of negotiations. The acquisition professional, however, must be effective at both bargaining and problem-solving negotiations. Otherwise, he/she is at the mercy of the attorney or property owner who insists upon a hard bargaining stance. This class does not deal with undue influence, tricks or unprofessional deception. It does teach the student how to win in a bargaining situation.

Participants will learn: The steps in a bargaining negotiation; How to analyze the negotiations to determine if they are progressing in a bargaining or problem-solving mode; How to identify the specific skills and attitudes required of successful bargainers; How to make the initial offer; How and when to grant concessions; How to secure concessions from the other party; Self-examinations, role play and case studies tie negotiations to on-the-job situations.

Topics:

- Problem-solving vs. bargaining negotiations
- When to bargain
- Characteristics of bargaining
- Factors to consider before negotiations start
- Measure your I.Q. What it means How it will affect your negotiations
- Use of threats and promises
- Case Studies: practical exercises in bargaining negotiations

Course Tuition Includes:

Participant's Manual

Materials Not Included With Tuition:

Right of Way Textbook (recommended)
 Real Estate Dictionary (recommended)
 Successful Communication and Negotiation Textbook (Recommended)

Who Should Take This Course:

Right of Way Practitioners

Sponsored By: Chapter 1

Date	Time	Days
05/14-15/07	8am-5pm	2

Location:

Metropolitan Water District
 700 N. Alameda St.
 Los Angeles, CA 90012
 Phone: (213) 217 - 6000

Late registration after:

04/15/2007

Accommodations:

New Otani Hotel
 120 S. Los Angeles St.
 Los Angeles, CA 90012
 Phone: (800) 639 - 6826

Room Rate:

\$110.00 + Tax – Single or Double Occupancy

Please contact the hotel directly and mention IRWA.

Four Ways to Register:

Online: www.irwaonline.org

Fax: 310-538-1471

Phone: 310-538-0233 x138

Contact Coordinator**Mail to Course Coordinator:**

Vicky Lee

P.O. Box 54153

Los Angeles, CA 90054-0153

Phone: (213) 217-5623

Email: vlee@mwdh2o.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 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:	\$730.00	\$910.00	\$ _____
Regular: After 07/01/2007	\$755.00	\$935.00	\$ _____
Total:			\$ _____

PRINT NAME AS IT APPEARS ON CARD: _____

Amex MC Visa Card #: _____ Exp: _____ 3-Digit CW: _____

Signature: _____ Amount to be Charged: _____


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

The Appraisal of Partial Acquisitions

IRWA Course 401
July 30 - August 3, 2007
Los Angeles, CA
Sponsored By Chapter 1




INTERNATIONAL RIGHT OF WAY ASSOCIATION

Course Description:

This advanced course for the experienced appraiser deals with the special problems of the valuation of partial acquisitions, both fee and easement. The student learns various accepted appraisal methods in order to best determine the approach that is needed in any particular situation.

This "how to" class includes:

- How to determine and appraise the larger parcel
- Techniques for appraising the part acquired
- How to identify and measure various types of damages
- How to value the remainder after acquisition
- Special benefits - ways to handle
- Straight before and after - how, why & when

Topics:

- Valuation of the Larger Parcel
- The 2 Basic Approaches to Right of Way Valuation How Each Approach Works, Cases Differences, Uses, Advantages Techniques for Valuation of the Part Acquired
- Damages/Diminution Causes, Methods of Measurement, How to Demonstrate in Court
- Special Benefits Techniques for Measurement, Practical Considerations in Eminent Domain
- Special Problems of Easement Valuation All Types of Utility Easements, Temporary Easements Rule of Thumb v. Rule of Economic Impact, How to Handle in Court
- The Appraiser as an Expert Witness

Course Tuition Includes:

Participant's manual; USPAP Text

Materials Not Included With Tuition:

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

Who Should Take This Course:

For the experienced appraisers who are in the process of conducting partial acquisitions; deals with the special problems of the valuation of partial acquisition both fee and easement.

Sponsored by: Chapter 1

Date	Time	Days
7/30-8/3/07	8am-5pm	5

Location:

Metropolitan Water District
700 North Alameda Street
Los Angeles, CA 90012
Phone: (213) 217 - 6000

Late registration of \$25 after:
07/01/2007

Accommodations:

Net Otani Hotel
120 S. Los Angeles St.
Los Angeles, CA 90012
Phone: (800) 639 - 6826

Room Rate:

Single or Double Occupancy - \$110.00 and up, depending upon availability

Four Ways to Register:

Online: www.irwaonline.org

Fax: 310-538-1471

Phone: 310-538-0233 x138

Contact Coordinator

Mail to course coordinator:

Angela Alridge
P.O. Box 54153
Los Angeles, CA 90054-0153
Phone: (213) 217 - 6394
Fax: (213) 217 - 7650
Email: aalridge@mwdh2o.com

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

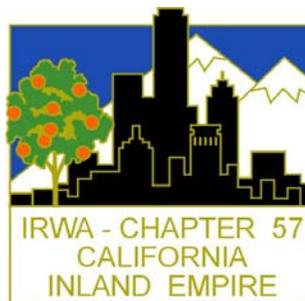
About the Facilitator:

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.

IRWA CHAPTER 57 FIRST ANNUAL GOLF TOURNAMENT AND EDUCATIONAL SEMINAR



FOUR PERSON BEST BALL—SHOTGUN START



DATE: OCTOBER 18, 2007
WHERE: EAGLE GLEN GOLF COURSE
 1800 Eagle Glen Parkway, Corona
SEMINAR: 9:00 AM
TEE TIME: 1:00 PM
DINNER: 6:30 PM



COST: \$125 (EARLY REG)/\$135 (LATE REG) PER PERSON (Includes Educational Seminar (OREA and/or IRWA Continuing Education Credits pending), Coffee Bar, Box Lunch, Round of Golf, Cart, Bag Tag and Goodies, Awards Dinner and Raffle); **\$20 SEMINAR ONLY** (includes course sign-up, syllabus and continuing education credit only); **\$35 DINNER ONLY**

TEE SPONSORSHIPS: 1/2 HOLE—\$250; 1 HOLE—\$500;
 TEAM AND 1/2 HOLE: \$700; TEAM AND 1 HOLE: \$900
 BREAKFAST SPONSOR: \$200; LUNCH SPONSOR: \$1,000;
 DINNER SPONSOR: \$2,000
 RAFFLE PRIZES AND GOODIE BAG SPONSORS

IRWA/CHAPTER 57
First Annual Golf Tournament
and Fundraiser Registration

EARLY REGISTRATION DEADLINE: SEPTEMBER 15, 2007
 REGISTRATION DEADLINE: SEPTEMBER 28, 2007
 CONTACT JIM KEARNS AT 951-780-7328, WALT EVANS AT 760-419-9236 or
 MARILEE RENDULICH AT (909) 387-7836

Name: _____ Entry Fee(s) (\$125 or \$135 per golfer): \$ _____
 Address: _____ Sponsor Type: _____ Amt: \$ _____
 City: _____ Phone: _____ Total Enclosed: \$ _____
 Foursome Partners (Please Print) Cart Partner: _____
 1. _____ 2. _____
 3. _____ 4. _____

Make checks payable to IRWA Chapter 57. Send to Jim Kearns, 18540 Stallion Crest Rd, Riverside, CA 92504

This is not an unsolicited e-mail or spam message. You are receiving this e-mail because you are listed as requesting the IRWA Chapter 1 Newsletter by e-mail. To cancel your e-mail subscription to the IRWA Chapter 1 Newsletter, please notify us at the following address: riggsinc@sbcglobal.net



RIGHT-OF-WAY & LAND ACQUISITION SERVICES

Permit & Franchise Acquisition • Project Management
Property Negotiations & Acquisition • Title Research & Investigation
Preparation of Legal Descriptions & Exhibit Maps • Due Diligence

SPEC Services, Inc.

17101 Bushard St., Fountain Valley, CA 92708-2833
Tel: (714) 963-8077, ext. 4132, Fax: (714) 963-4634
e-mail WILL DANIEL at wdaniel@specservices.com



Desmond, Marcello & Amster Valuation & Litigation Consultants

6060 Center Drive, Suite 825
Los Angeles, CA 90045
Tel : (310) 216-1400
Fax: (310) 216-0800
Toll Free: (888) 240-5184

225 Bush Street, 16th Floor
San Francisco, CA 94104
Tel : (415) 439-8390

E-mail: aamster@dmavalue.com

Aaron D. Amster, ASA
President

GOODWILL LOSS VALUATIONS & APPRAISALS

SANLI PASTORE & HILL



The Measure of Value

Preliminary Exposure Estimates

Full Narrative Appraisals

Expert Witness Testimony

Educational Seminars

HEADQUARTERS:
1990 SOUTH BUNNY DRIVE, SUITE 800
LOS ANGELES, CA 90025
PHONE: 310/571-3400
FAX: 310/571-3420

*Los Angeles
San Diego
San Francisco
Sacramento*

WWW.SPHVALUE.COM



Lea Associates
Property Economics

Robert M. Lea, MAI
John J. Gobbell, Jr., MAI

1635 Pontius Avenue
Los Angeles, CA 90025
(310) 477-6595 Fax: (310) 914-0249
E-Mail: 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



...a pattern of excellence

Program/Project Management
Right of Way & Real Property Acquisition
Relocation Assistance
Appraisal/Appraisal Review
Property Management
Title Research/Due Diligence

Paragon Partners Ltd.

1-888-899-7498

www.paragon-partners.com



Building relationships,
delivering projects.

Benefit from the strength of our experience
and the commitment of our people.

- ✦ Land & Right of Way Acquisition
- ✦ Relocation Assistance
- ✦ Planning and Management
- ✦ Redevelopment Project Management
- ✦ Project Cost Studies
- ✦ Eminent Domain Support

WWW.OPCSERVICES.COM **800.400.7356**

CALIFORNIA
EMINENT DOMAIN
LAW GROUP

a Professional Corporation—Attorneys at Law

www.caledlaw.com

3429 Ocean View Blvd.
Suite L
Glendale, California 91208

A.J. Hazarabedian
ajh@caledlaw.com

tel (866) EM-DOMAIN
tel (818) 957-0477
fax (818) 957-3477



**Valentine
Appraisal &
Associates**

Agricultural
Commercial
Industrial
Residential
Right of Way

Gary Valentine, MAI, ASA, SR/WA

- Canals
- Electrical
- Lines
- Fiber Optics
- Pipelines
- Railroads
- Roads
- Condemnation
- Easements
- Expert testimony
- Inverse Condemnation
- Partial Taking
- Sandwich Leasehold

Toll Free 1-866-299-1525
www.valentineappraisal.com

Epic Land Solutions, Inc.

Full Service Right of Way Consulting

Jim Overcamp, SR/WA

24050 Madison Street, #205
Torrance, CA 90505
JimOvercamp@epicland.com
www.epicland.com

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