



AUGUST, 2013 NEWSLETTER

A PRESIDENT'S PERSPECTIVE

BRETT T. THIESS, SR/WA



Greetings Bluegrass Chapter Members and Friends!

Summer is here! Heat, humidity, and baseball are in full bloom. I hope you enjoyed your Fourth of July holiday and possibly even a nice vacation by now.

First, I have two major congratulations to shout out. Long-time member and familiar face Don Brent, SR/WA, was honored at this summer's IRWA Conference with the Lifetime Achievement Award! Don was very surprised. I believe we all know that he is well-deserving and has supported the IRWA for over a half a century. Way to go Don! The second major kudos goes to our International Director, Bill Busch, SR/WA, with his win of the Frank C. Balfour Professional of the Year Award. Like Don, Bill received the award at the International Conference in West Virginia. So, if you haven't met Bill yet, come say hi at the August meeting and give him a big slap on the back for this fine achievement. These are two very distinguished awards and we are proud to have two such strong supporters of the IRWA in our ranks.

Our next General Membership meeting is August 9th (registration attached). It is our annual report by Kentucky Transportation Cabinet Director of Right of Way and Utilities, Keith McDonald. Keith will discuss the past year's successes and give us insight into what to expect in the upcoming fiscal year. He will bring some of his staff with him to discuss each discipline of the right of way field. Come join us for a great lunch and to hear important updates in right of way.

Finally, we continue our opt-out list for anyone who is perfectly happy with printing their own copy of the newsletter, downloading it to their tablet or phone, or simply reading it on the Chapter web site. Please contact me at bthiess@hmbpe.com to be included on that list. This will save us the cost of printing and postage, and will get it to you more quickly without the chance that the USPS will thrash it before delivery.

2013 Officers

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Chad Cutsinger
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Wayne Kimbel

Communication &

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Jessica Grivna

Newsletter Publisher

Wayne Kimbel is our newsletter editor, and has good ideas for the newsletter. If you would like to share any ideas or have an article you would like to see published, please contact him at wkimbel@lwcky.com and let him know.

Thanks for all your hard work and support of the IRWA

Sincerely,

Brett Thiess SR/WA
Chapter 25 President

IRWA FRANK C. BALFOUR AWARD

"CHAPTER 25 WINNER" WILLIAM L. BUSCH SR/WA

CONGRATULATIONS and a big shout out to Bill (and his wife, Marjorie) for winning the coveted **Frank C. Balfour Award** at the IRWA International Conference in Charleston, West Virginia in June. This is a prized recognition only bestowed on those that show exemplary leadership, professionalism, and service on many levels and Bill certainly fits that profile. Please take time to congratulate him for this achievement. This is an honor for Chapter 25 as well. Bill's Bio is inserted below. Thanks Bill for all you've done and, in fact, do for IRWA and your Chapter.

William L. Busch, SR/WA spent most of his 38 year Right of Way career with the US Forest Service and San Diego County Water Authority. While Acting Director of

Right of Way for the San Diego County Water Authority he encouraged his staff of 17 to be active in IRWA. Most not only became or continued to be members, but also achieved SR/WA and/or other designations.



*Bill and Marjorie beaming
with the award*

While in San Diego (Region 1, Chapter 11) he progressed through the offices of the chapter and became President in 2005. Also, in 2005 Bill was honored as the Chapter and Region Professional of the Year. He was honored in 2012 by Chapter 11 with the Lifetime Achievement Award. In 2012, he retired from San Diego Water Authority and moved to Kentucky, Region 5, Chapter 25. In Kentucky, Bill wasted no time becoming Chair of the Chapter's Ethics and PDC Committees. He was also elected by the chapter to be a voting director for the 2013 Region 5 Spring Forum Education Conference.

Bill served Region 1 as its representative to the International Local Public Agency Committee (ILPAC), becoming Vice Chair in 2007 and succeeding to the Chair in 2010. He continues to serve the committee as a member-at-large from his new home in Region 5. He also serves on the recently formed international Outreach Committee.

Bill's service has provided benefits to the association from the USA to Germany. In the USA he has enlisted and mentored many members. He has spoken and moderated at several IRWA Annual Conferences, and co-presented a paper and spoke at the annual Association of Public Works (APWA) conference. He has developed professional contacts in Germany who specialize in research relating to managing the crowded underground utilities. With his encouragement the German professionals have presented sessions at the IRWA Annual Conference going on three years, and now IRWA has its first German member.

Bill has contributed many articles for "Right of Way" magazine on subjects ranging from Eminent Domain to right of way management. He is an IRWA instructor and course developer, co-authoring IRWA Course 303 "When Public Agencies Collide".

THANKS AGAIN BILL FOR ALL YOUR FINE SERVICE. CHAPTER 25 IS EXTREMELY PROUD TO COUNT YOU AMONG ITS MEMBERSHIP.



Marjorie Busch and German member Bert Bossler relaxing at an IRWA conference fun event.

IRWA LIFETIME ACHIEVEMENT AWARD

"CHAPTER 25 WINNER" JAMES D. BRENT, SR/WA

IRWA CHAPTER 25 was doubly honored and stood even taller at the June IRWA conference when **James D. Brent SR/WA**, who members just know as "Don", was awarded the highly respected **Lifetime Achievement Award**. **Congratulations and thanks Don for all your dedication and service to the Right of Way profession and for sharing your wisdom earned through years of experience. More information on Don below.**

While attending the Conference, Don Brent, SR/WA, was surprised by being summoned to the stage to receive the Lifetime Achievement Award. Although he is not a founding Chapter member, he is very close to it. Don holds the SR/WA designation in the IRWA, was Chapter 25 President in 1975 & 1991, was Region 5 Chair in 1987-1988, served on the Transportation committee for International for many years, and has served on the Chapter 25 Executive Board since it was Chapter 25 of the American Right of Way Association. He received the Region 5 Lifetime Achievement Award in 2010. He recently passed the rare milestone of 50 years of membership in the organization. Last year, he personally gave \$5,000 to the International Education Foundation, \$100 for each of the 50 years he had been a member of the IRWA. Don has been a pilot for most of his adult life, as well as an aviation enthusiast, spent a career in both the



Don Brent SR/WA with 2012 International IRWA President Patricia Petitto SR/WA following Don's receipt of the IRWA Lifetime Achievement Award



Don Brent SR/WA (right) shown holding his Lifetime Achievement Award with Bill Busch, SR/WA, winner of the Frank C. Balfour Award.

Kentucky Transportation Cabinet Districts and in Central Office, is a registered lobbyist in Frankfort, and does some farming in Henry County. He has always been relied upon as the Chapter parliamentarian due to his deep knowledge of the bylaws, and is ever-present at most Chapter, Region, and International events, as well as their hospitality suites. Don Brent is an Elder Statesman of the IRWA, but continues to maintain the energy and enthusiasm of a new recruit. It would not be surprising for him to be presented with this award again, a few years down the road.

Project Management 101: Work Ethic and Quality Assurance

By Mike Penick, SR/WA, Education Chair & Facilitator

Analyze Your Work Ethic

When I was an 18 year-old freshman at the University of Louisville, one of the troubles I had was when I applied for a credit card. I was approved after only waiting seven days, and the card came with a substantial line of credit. What's hilarious is I also had no full time job, no real source of income (outside of my parents), and no logical way of paying back the company that issued the card. I had to give plasma just to pay the first few months of bills! Even more hilarious is the foolishness that I charged on that card: books, pizza pies, mixers, music, clothes, groceries, supplies, lab equipment, tires, a new radio deck, speakers, subwoofer, window tint...yeah, if you're not laughing by now, you should be.

In my mind, my intentions were good; after all, if the company thought enough of me to send me a credit card, then I must be a star! I never realized how ignorant I was when it came to such a thing. I constantly struggled to pay the balance down, and had a goal to pay off the credit card. That goal sure did not happen during my college years! The interest rate on the card skyrocketed, I had accumulated substantial late fees, and was just barely able to make the minimum payments.



I started learning a greater sense of responsibility, and then it all began to make sense. I paid off that credit card, and used cash only afterwards for my purchases. About a year or so later, my old clunker broke down. So I applied for my first car loan at a local GM dealership. I was instantly declined on the loan, and (I think) I heard laughter from the sales manager! It goes without saying I was devastated, wondering why they denied me. "I'm a dependable guy" I thought to myself as I walked out of the showroom. I then asked my mom to co-sign for the car loan for me; SHE DID LAUGH at me! Her exact words were "You're kidding, right?" As a result, I had to catch the bus for a few years. This was when I learned lessons of lacking a strong work ethic.

Do you know we are constantly being judged by everyone, directly or indirectly? Our appearance, how we interact and converse with others (whether vocally or by electronic means), how we live our lives and how we view others are all factors of how we are seen by the world. The strongest of these are judgments based on the "fruits of our labor." Your credit report speaks volumes about you as an individual to other people who have no clue who you are. A person can pick up that report, and based on the summary of that report (assuming it's error-free) can draw conclusions on your trust-worthiness, responsibility, integrity and other characterizations. My point is this: HOW YOU WORK AND PRODUCE SPEAKS VOLUMES ABOUT THE TYPE

OF PERSON YOU ARE. When you complete and turn in documentation on projects, are they neat and easy to read, or a folded sloppy mess? Are your words clear and concise, or slang-filled confusion? Do you use correct syntax, or write as if you never took an English class?

What exactly is work ethic? According to the Barron's Business Dictionary ©, work ethic is "the moral character and inherent belief that one gains with understanding the importance of working." In other words, what you are willing to do regardless of whom (if anyone) is watching.

Having a strong work ethic means that **you care about everything that your hands touch**. You will be seen as competent, confident, and knowledgeable. It also shows that you strive to give others your finest! Doing your best, especially when you dislike the tasks, demonstrates that you have a greater degree of reliability, legitimacy, and integrity. Here are some tips on improving your work ethic:

1. *Expand your punctuality on everything*, whether it's paying bills or showing up to meetings.
2. *Get organized and balance your priorities*. Not every "emergency" is an emergency!
3. *Manage your time wisely and avoid wasting it*. Time is precious; there's not a lot of it.
4. *Focus on completion of the task at hand*; avoid "side-liners", booby-traps, and gossip pits.
5. *Don't make excuses when you fail*. **Take responsibility, and strive to do better.**
6. *Listen to people who are where you want to be*. Learn the lessons from THEIR mistakes!
7. *Seek the counsel of the wise*. Reject the words of the fool.

Make it your goal to have a strong(er) work ethic.

Quality Assurance: "Spellcheck" Is Not Enough!

People have become too reliant upon technology governing our daily lives. We use calculators to do simple math, cellphones to store names, and we use and depend on SPELLCHECK...too much! However, these devices should be used to **aid** our methods, **not replace them**. In some cases, the number of errors increased when people totally hinge on the new conventional routines.

In order to ensure excellence in everything we do and/or produce, we must first know what quality means. Quality is simply the measured standard of acceptance of any product or service. (*as defined by Merriam-Webster Dictionary*)



It's funny to listen to people talk about quality control, given that most do not understand that quality is not necessarily tangible. Sometimes the defects are not visible to the naked eye! Quality control could be a number of things, such as the staff that you work with. If there are deficiencies, there will be issues with the overall quality of the product or service requested.

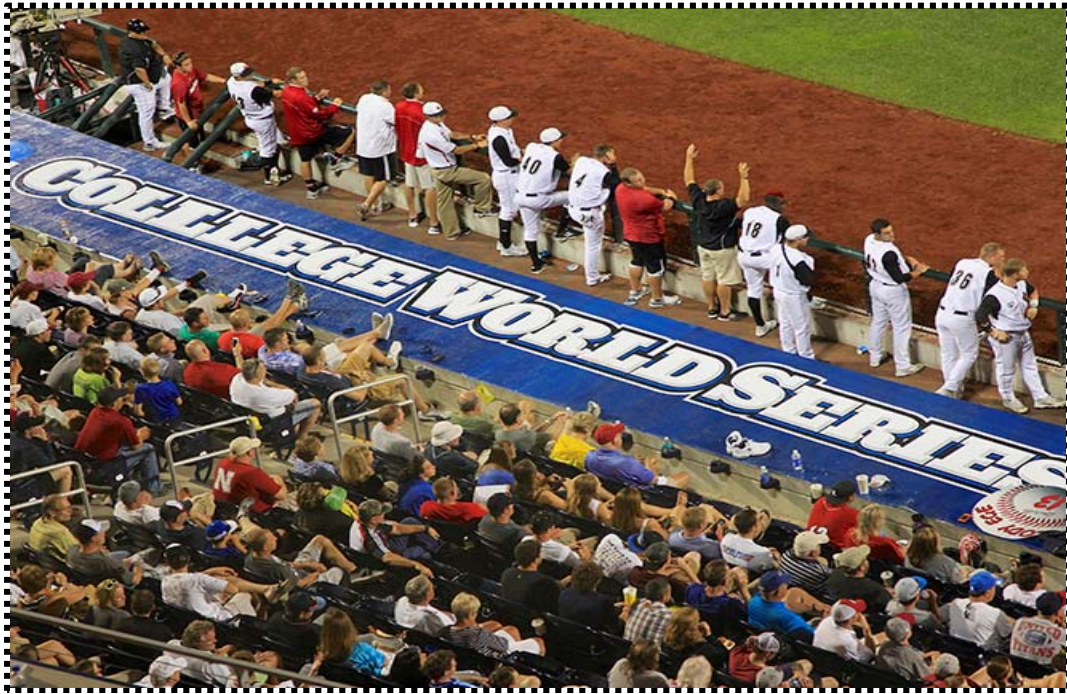
The International Standardizations Organization (A/K/A ISO) is a worldwide body that has created and set standards of what defines quality. Without getting into a lot of mathematical concepts, they created formulas for all businesses, proprietors, and groups to make a determinant of what is considered excellent. A mini-example is this: Let's say Honda makes 1,000 Accords and they all roll into a dealership. You go and you purchase one Accord from that same dealer. You later notice this one has some minor, yet irritating problems; maybe the power windows are not working correctly; one of your brake lights is out, or perhaps the carpet on the floor is already buckling, or maybe your engine hums and whines louder than it should. According to the standards set by ISO, that car **should have never rolled off the line after it was tested**. ISO standards say that Honda can only produce ONE defect out of a MILLION cars. Yet the one you purchased was ONE out of a THOUSAND! Statistically, your car purchase was in the 0.001 range (considered a FAILURE), when it should have been in the 0.000001 range. The standards are very, very high! Furthermore, according to ISO standards, Honda should also recall the other 999 cars that rolled off the line that day as well! (But probably will not!)

Here are some ways to increase use of your own quality assurance methodologies (*as outlined by the Selection and Use of the ISO 9000:2000 Family of Standards, ISO Six Sigma Beta*)

1. Make sure that all of your own work processes and procedures are documented. It is extremely difficult to implement standards of quality if there is no written record of how things should be done.
2. Get extra "sets of eyes" on your product, especially before you declare it finished. Other people may see errors or oversights that you were unable to detect. (The longer you stare at something, the less distortion you're able to see)
3. Review your resources. Make sure that you have a minimum at your disposal necessary to finish with a quality product.
4. Do not seek perfection, which is defined by The Browser's Dictionary as a "state of flawlessness." Seek excellence instead.
5. Keep a record of past failures. It helps with understanding what NOT to do.
6. Create and modify a checklist of standards as a guide to your final product or service. Adjust this checklist as time and your standards change based on needs and work output.

7. Get feedback. Never turn in your finished product or service without a survey/comment form. (*Feedback should be free of your influence and bias in order to be legitimate.*)

Do you think quality assurance is just “cliché”? In a way it is; everyone **claims** to have some sort of quality control in their work operations and processes. Yet sometimes, the quality control in place needs to be quality controlled! For example, have you ever picked up a magazine, and noticed errors with spelling, punctuation, and/or source information? That should not happen if you have an editor, executive editor, and an editor-in-chief as most publishers have. Did you see this year’s 2013 College World Series in Omaha, NE? Notice anything wrong with the field? Take your time and look carefully.



There are many factors that contribute to the implementation of great quality assurance. A few examples are consultation, training, audits, reviews, and continuous improvement. By adding quality assurance to your work, you will not go unnoticed; it can only serve to enhance you and your career!

Education Rundown: What Courses have you missed out on?

By Mike Penick, SR/WA, Education Chair & Facilitator

In the quest for continuous education, sometimes reviewing what has been held previously can help to set up courses in the future. Here are courses that our chapter has held since 2007. Take a good look at this list, and any classes, seminars, or chapter meetings that you would like to see held in the future, just let me know about it. Thank you and good luck as always!

- Course 100: Principles of Real Estate Acquisition, October 16-19, 2007, Best Western
- KY Chapter 25 Right-of-Way Seminar, September 10-11, 2008, Memorial Auditorium
- Course 100: Principles of Real Estate Acquisition, November 3-6, 2009, Best Western
- Course 501: Relocation Assistance, March 30-31, 2010, Best Western
- Course 400: Principles of Appraisals, May 18-19, 2010, Best Western
- Course 504: Computing the RHP, June 8-9, 2010, Best Western
- Course 201: Communications in Real Estate Acquisitions, June 15-17, 2010, Best Western
- Course 803: Eminent Domain Law, October 26-27, 2010, Capital Plaza
- Course 502: Business Relocation, January 25-26, 2011, Capital Plaza
- Kentucky Land Titles Seminar & Exam, March 22, 2011, Capital Plaza
- Course 421: Appraisal of Partial Acquisitions, June 21-24, 2011, Ramada
- Course 100: Principles of Real Estate Acquisitions, October 18-21, 2011, Ramada
- Course 403: Easement Valuation, May 9, 2012, Ramada
- Course 409: Integrating Appraisal Standards, May 10, 2012, Ramada
- Course 503: Mobile Homes Relocation, June 27, 2012, Ramada
- Course 505: Advanced Relocation Residential, June 28, 2012, Ramada
- Course 701: Property MGT Leasing, November 13-14, 2012, Ramada
- Course 703: Property MGT Assets, November 15, 2012, Ramada
- Course 502: Business Relocation, June 4-5, 2013, Ramada
- Course 506: Advanced Business Relocation, June 6-7, 2013, Ramada

PLEASE NOTE THAT ATTACHED IS A REGISTRATION FORM FOR COURSE 100 – PRINCIPLES OF LAND ACQUISITION TO BE HELD AUGUST 20-23, 2013.

The Reviewer's Corner – Issues & Answers

Highest and Best Use A Fact To Be Found

In the last article in this series, the Larger Parcel was linked to the Highest and Best Use. “Essential in the appraiser’s conclusion of highest and best use is the determination of the larger parcel.” This epistle will deal with the other side of the equation.

Any valuation performed by an appraiser has, as its foundation, a determination of Highest and Best Use. It is the rock upon which appraisers build their analysis. Often, two appraisals of the same property may be wildly different in their conclusions. This difference is most often traced back to the differences of opinion on the Highest and Best Use. So what is the definition of Highest and Best Use?

Appraisers are required by license law to shape the appraisal analysis (Standard 1) and the appraisal report (Standard 2) in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP). But the American USPAP does not include a definition of Highest and Best Use, although the Canadian USPAP does. The Fourth edition of the IRWA's *Principles of Right of Way* (2012) includes this definition on Page 393, as follows: “The reasonably probable and legal use of property, which is physically possible, appropriately supported, and financially feasible, and that results in the highest value. (Canadian USPAP 2010).” So, being from Kentucky, and not being Canadians, what definition do we follow?

The Uniform Appraisal Standards for Federal Land Acquisitions (UAS-FLA) gives us a hint: “Before it can be concluded that any use for the property is its highest and best use, that use must be physically possible, legally permissible, financially feasible, and must result in the highest value. Each of these four criteria must be addressed in the appraisal report.”

They also mention that it must be addressed for the land, as if vacant, for the property as currently improved, and both for the Before and After acquisition scenarios. The existing improved use is presumptive of highest and best use. These analyses must be consistent, such that one cannot value the land as if commercial and add a residential building to that value, as if it were on residential land. This is known as the consistent use theory of highest and best use analysis. Also, for eminent domain, the use must be a private economic use, not a public use, conservation or preservation use. But no definition, per se, is offered.

The 1984 Edition of *Real Estate Appraisal Terminology*, published by the Society of Real Estate Appraisers, contains a rather lengthy definition, beginning with “That reasonable and probable use that supports the highest present value, as defined, as of the effective date of the appraisal. Alternatively, that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in highest land value...” and it goes on to discuss improved properties, as well as public uses. This definition also contains the following language: “the use determined from analysis represents an opinion, not a fact to be found.”

I always thought that the Society was the premier appraisal organization prior to their 1991 disappearance into the Appraisal Institute due to their courses being taught at colleges and universities by professional teachers at those institutions, and the classes would last one or two weeks at a time. You really learned the material. However, I take issue with the above language. I do believe that, much of the time, Highest and Best Use

is a fact to be found.

Often, appraisers use this archival language to justify extreme assumptions claiming opinion over analysis.

The Appraisal Institute currently offers three definitions in *The Dictionary of Real Estate Appraisal*.

(1) Highest and best use is defined as follows: “The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum profitability.”

(2) Highest and best use as vacant is defined as follows: “The highest and best use of land or a site as though vacant is the use that, among all reasonable alternative uses, yields the highest present land value, after payments are made for labor, capital, and coordination.”

(3) Highest and best use as improved is defined as follows: “The use that should be made of a property as it exists. An existing property should be renovated or retained as is so long as it continues to contribute to the total market value of the property, or until the return from a new improvement would more than offset the cost of demolishing the existing building and construction a new one.”

By following these three definitions as a process, the appraiser should lead the reader to a fact to be found. For example, in a location where zoning regulations are in place, specific uses are often dictated by the zoning ordinance. The second test of “legally permissible” is a fact to be found in the zoning regulations.

In the IRWA's *Principles of Right of Way*, examples are shown on pages 158 and 159 of testing financial feasibility and maximum profitability by comparative economics between different uses.

A superior model was published in *The Appraisal Journal* in January 1991 by Kent D. Steele, from a model developed by Dr. James A. Graaskamp, which I often employed in commercial appraisal work. It relies heavily upon income approach mathematics, but is basically a land residual technique. Through these techniques, the conclusion of Highest and Best Use is less of an opinion and more of a fact to be found.

Please write your own comments or criticisms and send them to Wayne Kimbel at wkimbel@lwcky.com for publication in the next newsletter.

-William R. Cox, SR/WA

REFLECTIONS ON THE 2013 IRWA INTERNATIONAL CONFERENCE.

By: Bill Busch SR/WA

Chapter 25:

Sorry we are not able to be at the meeting this week but Marjorie and I are at the MAASTO conference representing the chapter at the IRWA booth.

It was a pleasure to represent you at the 2013 IRWA Education Conference in WVA. Don Brent, Marjorie, and I began the week by stuffing the hand-out bags on Friday night. Our group of about 30 volunteers placed about 20 items in each of 1000 bags in about two hours. Each volunteer would pick up a bag and go down a row of tables placing all the items in the bag, then circle around and do it again. There were many familiar faces (even for me) and it was good to reconnect as we did our laps.

Saturday was spent in meetings and getting ready for sessions. I attended the Local Public Agency (ILPA) meeting as a region at-large representative and we discussed processes to improve communications between Chapters, Regions, and IEC; we renewed our outreach plans by agreeing to coordinate an IRWA booth at the APWA annual symposium, and we proposed sessions for the 2014 conference. I personally will be coordinating a follow-up to the Kelo vs. New London case that will include a tour to New London, and have an Institute of Justice attorney and another attorney debate the merits, now that we can look back.

Sunday held some great surprises for our Chapter. Pat Petitto SR/WA, International Outgoing President surprised Don Brent SR/WA at the opening ceremony by presenting him with a lifetime achievement award for his many years of outstanding service. We ran a ruse on Don by asking him to accompany a German guest and "have him sit close to the front so he could better observe the activities." As Pat read through the contributions of the awardee I could see Don respectfully waiting to hear who it would be. His jaw dropped when Pat then asked Don to come forward. Over 1000 members applauded as Don come forward. It was truly a great moment. Later in the ceremony they announced the Balfour finalists of which I was honored to be one. It was not until the Monday luncheon that we found out that I was the Balfour winner. It was a very moving honor.

We attended sessions and the exhibit hall Monday and Tuesday. Monday I moderated two sessions, spoke at one, and hosted our German guest at a luncheon for international attendees. Canada (of course) plus South Africa, Nigeria, Saudi Arabia, Japan, Mexico, and Germany all had representatives. England, Taiwan, and Australia and China have been involved but I did not see representatives this year. We have a South Africa chapter and will possibly have a South Africa region by the end of the year.

Wednesday was the last day and was the Board of Directors meeting. Edmonton won the vote for the 2018 conference. Jerry Colburn was elected unopposed as incoming IEC Secretary. The other IEC members were duly elected and the proposed budget passed. The retired member proposition was tabled, and the bylaw tweaks regarding ethics and chapter establishment passed.

I thank you for helping me with the expenses and making Marjorie and me feel at home in Chapter 25.

-Bill & Marjorie Busch



19210 S. Vermont Avenue, Building A, Suite 100
Gardena, CA 90248
Phone: (310) 538-0233
www.irwaonline.org

Coming Soon!
Course 100:
Principles of Land Acquisition

Course 100:
Principles of Land Acquisition

Course Description:

This four-day course outlines the real estate law terms and concepts. Participants will gain awareness of environmental issues, learn the methods of acquiring and transferring title to realty and the three views of engineering plans and the fundamentals in property description systems. Topics will also include knowing the requirements of a valid contract, information on easements, deeds, leases, the appraisal process, successful negotiations, and relocation requirements involved with property acquisition and management.

Credentialing:

- **Generalist:** A **core** course required for the RWA program.
- **Specialist:** Required course for the R/W-URAC program.

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

Course Tuition Includes:

- Participant Manual
- Principles of Right of Way Text (desk reference)
- Engineering Tools (engineering scale, protractor and straight edge)
- USPAP Text
- Real Estate Dictionary

Recommended Material:

- Financial Calculator

Who Should Take This Course:

— This course is geared toward the new right of way professional with little or no experience in the right of way field, individuals specializing in a specific area or right of way managers desiring a refresher course.

Last Name	First Name	
Title		
Company Name		
Address		
City, State, Zip		
() -	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Phone	Member	Member ID Number
Email Address		

If payment includes the fees for registrants other than yourself, check here:
 (Please submit names of other registrants on a separate paper along with this form)
 Will you also be attending? Yes No

Member Tuition	Non-Member Tuition	Total Tuition Amount Due	
\$850.00	\$985.00	\$ _____	Total Member Registrants: _____ Total Non-Member Registrants: _____

PRINT NAME AS IT APPEARS ON CARD: _____

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

Signature: _____ Amount to be Charged: _____

Course 100: Principles of Land Acquisition

Sponsored By: IRWA Chapter 25
Dates: August 20-23, 2013
Time: 8:00 AM - 5:00 PM Daily

Class Facility Location:
 Ramada Plaza - Louisville
 9700 Bluegrass Parkway
 Jeffersontown, KY 40299
 Phone: (502) 491-4830

- Four Ways to Register:**
- Online: www.irwaonline.org
 - Fax: (866) 388-7419
 - Email: education@irwaonline.org
 - Contact Course Coordinator

Cancellation Policy: All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, Instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

Tuition Refund Policy: Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff (education@irwaonline.org) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.

Suggested Accommodations:
 Ramada Plaza - Louisville
 9700 Bluegrass Parkway
 Jeffersontown, KY 40299
 Phone: (502) 491-4830

Rates: (starting at)
 Single: \$77.00 + 13% Tax
 Double: \$77.00 + 13% Tax

Please contact the hotel directly. Ask for the "IRWA - KYTC" Rate when making reservations for this special rate.

Course Coordinator:
 Mike Penick, SR/WA
 Louisville Metro Government
 444 S. Fifth Street, Suite 100
 Louisville, KY 40202
 Phone: (502) 574-5338 / Fax: (502) 574-5924
 Email: mike.penick@louisvilleky.gov

About the Instructor:
William Busch, SR/WA, is an independent right of way specialist in Kentucky. His career has spanned four states and multiple agencies. Previously he was Director of Right of Way for the San Diego County Water Authority where he supervised the acquisition, survey, and property management sections that were responsible for approximately \$400 million in real estate fee and easements, and nearly 200 miles of pipeline right of way. Bill is active in the International Right of Way Association (IRWA) in Chapter 25 Region 5, and is past President (2005) of Chapter 11, Region 1. He is the 2006 Region 1 Professional of the Year and a 2011 Lifetime Achievement Award winner from Chapter 11. In June 2013, he was the 2012 recipient of the Frank C. Balfour Professional of the Year Award at IRWA's 59th Annual International Education Conference in Charleston, WV. This prestigious award is the Association's highest honor bestowed upon an IRWA member. Currently Bill serves on the International Local Public Agency Committee and International Outreach committees. He graduated from Humboldt State University with a Bachelor of Science degree in Forest Management. He has published several articles for Right of Way Magazine and the Journal of Public Works. Prior to coming to the Water Authority he was employed 16 years by the U.S. Forest Service and 8 years in private education as an instructor and Director of Athletics.



IRWA Leadership for 2013-2014

IRWA's leadership for fiscal year 2013-2014 was announced at the 59th Annual International Education Conference held in Charleston, WV this past June.

International Governing Council

International Executive Committee

President

Lisa R. Harrison, SR/WA, R/W-URAC,
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Annual General Membership Meeting

FRIDAY, AUGUST 9, 2013

Speakers: Keith McDonald & Staff, Division of R.O.W. & Utilities
Location: Crowne Plaza (The Campbell House in Lexington)
1375 S. Broadway, Lexington, KY 40504



Int'l Right of Way Assoc, Chapter 25

*Use one form if more than one attends from same company please.

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Course Cost: \$25.00 per person (\$35.00 at the door)

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And mail to:

Chad J. Cutsinger
R/W Acquisition Services
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