

**MARCH 2012**

**President's Message — Konstantin Akhrem**

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The joint luncheon held on March 27 provided excellent market update and networking opportunities for 84 Valuation and Right of Way professionals. The guest speaker, **David Zoraster, MAI**, provided valuable insights into local Real Estate Market trends. (photos inside)

Just prior to the luncheon, the Chapter's Board of Directors held its fourth Quarterly board meeting. The Board approved several new chapter members and adopted some changes to Education schedule which better meets members' needs. Earlier this year, **Diane Dominguez** joined the

Board as the Co-chair of the Valuation Committee and **Marilyn Stuart, SR/WA** began serving as Membership Committee Co-chair in addition to serving as the Governance Chair. All Board members are volunteers and their contributions towards excellence and growth of this chapter are very much appreciated (see roster on page 20). The chapter continues to maintain a strong financial position. The IRWA Education courses organized/ sponsored by our chapter are delivered as scheduled. We encourage you to continue to bring prospective members to Chapter events and to send us contact information of those professionals you believe would benefit from joining IRWA. ♦

**For your Calendar...**

**EDUCATION COURSES:**

May 3, 2012: **C-501**  
[Relocation Assistance](#)

May 9, 2012: **C-502**  
[Business Relocation](#)

May 11, 2012: **C-503**  
[Mobile Home Relocation](#)

June 7, 2012: **C-800**  
[Principles of Real Estate Law](#)

**April 24, 2012** - Annual Valuation Conference, Montebello, CA.

**May 3, 2012** - Course C-501 [Relocation Assistance](#)

**May 9, 2012** - Course C-502 [Business Relocation](#)

**May 11, 2012** - Course C-503 [Mobile Home Relocation](#)

**May 22, 2012** - General Membership Meeting, Officer Elections and Installations. Steven's Steakhouse at 5332 Steven's Place, Commerce, CA.

**June 10 - 13, 2012** - Annual International Education Conference, Seattle, WA

**June 27, 2012** - Course C-200 [Principles of Real Estate Negotiation](#)

**July 1, 2012** - New Fiscal Year — New Board of Directors begins service.

**July 24, 2012** - Past Presidents Luncheon

**Details & Updates are regularly posted at [www.irwa-chapter1.org](http://www.irwa-chapter1.org)**

*You're Cordially Invited to attend*

## Luncheon – April 24, 2012

Presented by the chapter's  
**Valuation Committee**

### Admission & Schedule

Admission: \$25

11:40 - Luncheon begins  
1:00 - Luncheon ends

### Please RSVP to:

**Diane Dominguez**  
Event Co-Chair  
213-922-5253  
[dominguezD@metro.net](mailto:dominguezD@metro.net)

*See page 4 for additional  
details & registration*

*"Attending a chapter meeting is like swimming in a sea of business contacts."*

**Randy A. Williams,**  
SR/WA, MAI, FRIC

International President of  
IRWA.



*be there!..*

### **Keynote Speaker: David Brodsky**

#### **Speaker's Biography:**

KNN Public Finance is a financial advisory firm which plans capital financing programs, evaluates debt capacity, and structures and manages the sale and placement of securities issues for cities, counties, special districts, and school districts. KNN has ranked #1 or #2 among all California advisors since 1988 based on the number of issues brought to market. KNN has been retained by the City of Los Angeles as financial advisor relative to the evaluation of debt capacity and the structuring and management of a bond offering to finance the construction of a football stadium Downtown Los Angeles. David Brodsky is managing this engagement. David is one of KNN Public Finance's two managing directors. He manages the firm's City and Special District Practice Group, and has served as financial advisor to a number of cities throughout California, including Los Angeles, San Francisco, San Jose, Oakland, Fresno, and several other cities. He also advises Alameda and Orange County, the State Infrastructure Bank, and a number of water agencies.

David's transaction work has included lease revenue and enterprise revenue debt, Mello-Roos and other special tax obligations, redevelopment tax allocation bonds, and general, pension and judgment obligation bonds. David has also been responsible for a number of financial and capital planning, policy, and debt management projects delivered outside of a specific debt transaction.

David was a Vice President and Senior Credit Officer with Moody's Investors Service for nearly six years. He served as a senior member of the analytic and management team responsible for all varieties of local government bond and note ratings on the Pacific Coast, and was a member of Moody's national rating committee. David led Moody's efforts at interpreting the impact of *Proposition 218* on the California market, and was the principal author of "Moody's on Leasing," detailing Moody's criteria for that sector.

Prior to joining Moody's, David spent more than twelve years with the City of Los Angeles, where he was responsible for financial planning, debt issuance, and bond administration for general government departments. He is a frequent speaker on public finance issues and has addressed conferences sponsored by the California Debt and Investment Advisory Commission, the Bond Buyer, the Association of Government Leasing and Finance, and the California Redevelopment Agency.

David is a graduate of the University of California, Santa Cruz, earning a B.A. with highest honors in Modern Society and Social Thought. He is the author of a book on Los Angeles, *L.A. Freeway: An Appreciative Essay*, published by UC Press.



**David Brodsky**  
Managing Director  
KNN Public Finance



**ANNUAL VALUATION SEMINAR**

*Tuesday, April 24, 2012*



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

**SEMINAR SCHEDULE**

**7:45 AM Registration and Continental Breakfa:**

**8:30 AM Early Analysis of Partial Acquisitions: Minimizing Risk & Saving Dollars on your Public Infrastructure Project**

**Hutch Goodman**  
*Overland, Pacific, & Cutler*  
**Victoria Cook**  
*Overland, Pacific, & Cutler*  
**Tom Braun, P.E.**  
*Proactive Engineering*

**9:40 AM Multi-Parcel Acquisitions & Case Studies**

**David Graeler, Esq.**  
*Nossaman LLP*  
**Bradford B. Kuhn, Esq.**  
*Nossaman LLP*

**10:25 AM Break**

**10:45 AM Conflicting Mandates & Instructions Between USPAP, Yellow Book, & Caltrans Appraisal Guidelines**

**Beth Finestone, MAI, FRICS**  
*Integra Realty Resources-Los Angeles*  
**Robert Lea, MAI**  
*Lea Associates, Inc.*  
**Michael Popwell, SR/WA**  
*MPA, Inc.*

**11:40 PM Chapter 1 Luncheon Program & Keynote Address: *How the Municipal Bond Market Uses & Abuses Real Estate Appraisals – With an Update on the Speaker’s Work Structuring a Bond Offering to Finance a Football Stadium Downtown L.A.***

**David Brodsky**  
Managing Director  
KNN Public Finance

**1:15 PM Takings Law in the 21<sup>st</sup> Century, and Can the Redevelopment Void be Filled?**

**Keith McCullough, Esq.**  
*AlvaradoSmith*

**2:10 PM Public Agency Real Estate Managers’ Roundtable**

**David Roberts, SR/WA**  
*City of Los Angeles, DGS, Asset Management Division*  
**Uriel “Uri” Jimenez**  
*City of Los Angeles, Public Works Bureau of Engineering, Real Estate Group*  
**Thomas Spence**  
*LADWP Real Estate Department*

Panel moderated by:  
**Michael F. Yoshiba, Esq.**  
*Richards Watson & Gershon*

**3:10 PM Break**

**3:25 PM How Does a Significant Change in Economic Conditions Affect Loss of Goodwill Calculations?**

**Michael J. Farrand, ASA**  
*Higgins, Marcus & Lovett, Inc.*  
**Glenn L. Block, Esq.**  
*California Eminent Domain Law Group*

**4:15 PM Close**

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

**Pending** - Minimum Continuing Legal Education (MCLE) credit of 7.5 Hours, 100% seminar attendance is required.

**Pending** - State of California, Office of Real Estate Appraisers for 7.5 Continuing Education Hours, 90% seminar attendance is required.



## ANNUAL VALUATION SEMINAR

**Space is Limited  
Please Register Early**

### REGISTRATION FORM

Name \_\_\_\_\_ Chapter No.: \_\_\_\_\_  
 Firm \_\_\_\_\_ Member No.: \_\_\_\_\_  
 E-mail \_\_\_\_\_  
 Address \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_

**Continuing Education (CE) Credit Needed?**  Yes  No

**Type of CE Certificate Needed:**  OREA  MCLE  SR/WA Recertification

**California Appraisal License No.:** \_\_\_\_\_ (If applicable)

**Seminar Registration Fees include Luncheon:**

Please choose MENU OPTION:  Beef;  Chicken;  Vegetarian

#### **Registration Options:**

**Advance registration (if fee received *on or before* 4/10/12):**

\$95 Member;  \$105 Non-member

**Registration fees received *after* 4/10/12:**

\$110 Member;  \$120 Non-member

**Lunch Only: \$25**

If you have any questions regarding seminar registration, please contact Seminar Co-chair **Diane Dominguez** at [dominguezd@metro.net](mailto:dominguezd@metro.net)

If you have any questions regarding speaker panels or seminar content, please contact Seminar Co-chair **William Larsen** at [wlarsen@irr.com](mailto:wlarsen@irr.com)

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

**Diane Dominguez**

LACMTA Real Estate Department

One Gateway Plaza

MS 99-13-08

Los Angeles, CA 90012-2952

Phone: (213) 922-5253 / E-mail: [dominguezd@metro.net](mailto:dominguezd@metro.net)

#### **Refund Policy**

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



**Michael F. Yoshiba, Esq.**  
Richards Watson & Gershon,  
a Professional Corporation  
Law Chair

### ***Look Before You Leap***

*Denial of Prop 13 Tax Basis Transfer from Property Under Threat of Condemnation to Replacement Property*



## **Legal Update: Case of the Month**

**DAVID J. DUEA, as Trustee, etc.,**

**v.**

**COUNTY OF SAN DIEGO,**

COURT OF APPEAL, FOURTH APPELLATE DISTRICT (Div. One)

(Super. Ct. No. 37-2008-00076417- CU-JR-CTL)

D058333 - Filed 3/27/12

Appellant David J. Duea, as trustee of the David J. Duea & Mary J. Duea Revocable Trust No. 1 (Duea), appealed a real property tax assessment by the San Diego County Assessment Appeals Board (Board). The Board rejected Duea's claim that no change of ownership occurred after Duea, under "threat of condemnation," sold real property located at 266 11th Avenue, San Diego, California (original property), to private party JMIR-Downtown Acquisition, LLC.

Article XIII A of the California Constitution, adopted by voters in 1978 as **Proposition 13**, limits the ad valorem tax on real property to one percent of the property's "full cash value." (Art. XIII A, § 1, subd. (a).) The term "full cash value" means the "county assessor's valuation of real property as shown on the 1975–76 tax bill," or, as relevant here, "thereafter, the appraised value of real property when purchased, newly constructed, or a change in ownership has occurred after the 1975 assessment."

As noted ante, section 2, subdivision (d), as implemented by section 684 and rule 462.500 of the Property Tax Rules and Regulations, 18 California Administrative Code (rule 462.500), exclude from the definition of "change in ownership" purchases of comparable replacement property if the taxpayer is displaced by "eminent domain proceedings, by acquisition by a public entity, or governmental action which has resulted in a judgment of inverse condemnation."

The administrative record showed that Duea relied solely on the "eminent domain proceedings," and not the "public entity," exception when he filed his claim with the Assessor for transfer of the base tax value from the original to the replacement property and when he appealed the Assessor's denial to the Board. The record also showed that Duea at no time during the administrative proceedings alleged that JMIR-ACQ was acting as an "agent" for a "public entity" when JMIR-ACQ acquired the original property.

The question upon review of the superior court's decision in such an action is whether there was evidence of sufficient substantiality before the board to justify the finding. The determination of the Board will not be rejected by the reviewing court if there is in the record substantial evidence to support the Board's determination.

*Continued on next page*

(continued from page 5)

In a judicial review of the findings of a county board of equalization or a board of assessment appeals, the superior court is not permitted to independently weigh the evidence, but is required to apply the substantial evidence rule. In applying that rule, the "trial court does not weigh the evidence in the administrative record nor does it exercise its independent judgment; rather it reviews the entire record to determine if there is substantial evidence to support the findings of the administrative agency." (Citation omitted.)

The Board ruled that Duea transferred/sold the [original] property to a private party and not to a public entity as required by the California Constitution, the Revenue and Taxation Code and the Property Tax Rules in order to transfer the base year value from the [original] property to a replacement property. And that Duea's transfer/sale of the [original] property to a private party, even if made under the threat of eminent domain, is not one of the situations recognized by the California Constitution, the Revenue and Taxation Code and the Property Tax Rules allowing a transfer of the base year value of [the original] property to a replacement property.

The finding was that the Assessor correctly followed Article XIII A, Section 2(d) of the California Constitution, Section 68 of the Revenue and Taxation Code, and Property Tax Rule 462.500 in denying Duea's Claim. Duea was not entitled to have his Claim for Base Year Value Transfer granted as a result of the threat of the use of eminent domain.

The appellate court determined that there was substantial evidence supporting the findings of the Board. ♦

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### Call or Email:

John Ellis, MAI, CRE, FRICS  
jellis@irr.com  
818-290-5444

Beth Finestone, MAI, FRICS  
bfinestone@irr.com  
818-290-5455

William Larsen  
Valuation Seminar Chair  
IRWA Chapter No. 1  
wlarsen@irr.com  
818-290-5428

[www.irr.com/losangeles](http://www.irr.com/losangeles)

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**Michael F. Yoshiba**  
attorney at law

**richards | watson | gershon**

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Los Angeles, California 90071-3101  
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[myoshiba@rwglaw.com](mailto:myoshiba@rwglaw.com)

## Member Spotlight: Maria Valenzuela, SR/WA



I have been in real estate for as long as I can remember. As a teenager, I would go with my mom on Sundays to look at open houses in the area just for fun. After several years of assisting my family with finding vacant properties for development, I had an epiphany...“I should get my real estate license and do this for a living”, and so in 1989 I did. I went on to acquiring various commercial sites for shopping centers, apartment complexes and industrial properties for my family. I subsequently became the property manager for our family owned properties and worked as a residential realtor.

In 2005, I was offered an incredible opportunity in public right of way to work as a Senior Right of Way Consultant with the LAUSD new construction project. The District was on a mission to build more than 160 new schools and I felt that it would be exciting and challenging to be part of the New School Construction Program. I assisted with site selection, site acquisition, relocation, property management, and appraisal tasks involved in managing *South Region High School # 2*, and *Elementary School # 4*, in South Gate. It was at that time, when I joined IRWA Chapter 1. It was important for me to learn as much as possible in order to sustain my new found interest in right of way, and it was the best decision I could have made as it opened the doors to me for new opportunities. It was through this invaluable IRWA connection that made it possible for me to obtain my current position at the City of Pasadena in 2008. I set my long term goal to obtain my SR/WA and started taking the required courses.



I am very proud to say that I recently completed all the educational requirements and achieved this very exciting and important milestone. My designation plaque is being ordered as I write this.

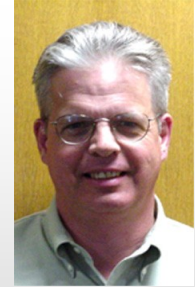
For the past three and a half years I have been working with the City of Pasadena as the Assistant Real Property Manager, in the Economic Development Division. My responsibilities require independent judgment in making recommendations for future City acquisitions and leasing based on City needs such as location, size requirements and use; it requires knowledge in asset and property management, appraisal review, and relocation assistance. My duties typically include the responsibility to assist division managers or department directors in accomplishing objectives which include budget preparation and monitoring, contract compliance and organizational analysis.

When I am not working, I love to garden, although my “green thumb” is still a work in progress, more plants die under my care than I would like to admit, but I hope to master that craft soon. I enjoy traveling and learning about new cultures. I visited Central Asia this last year where one of my daughters was a Peace Corps member in Kazakhstan. It was an amazing experience and I marveled as to my daughter’s ability to learn the Russian language so quickly. She showed me how to say “I do not speak Russian” in Russian which became a handy phrase in my two week visit there. I enjoy going to the beach in Baja California. I am usually accompanied by at least one of my three daughters, family and friends or anyone that is available. My four dogs make for great companionship on the road and there is never a dull moment.

I am truly living my dream and I can only attribute that to having the pleasure of working with amazing co-workers and fellow associates in the right of way field.◆

## Upcoming Education Courses:

Date	No.	Title	Instructor	Coordinator
May 3 - 4, 2012	# 501	Relocation Assistance	Will Von Klug, SR/WA, RW-RAC	<b>Natasa Lenic</b> 310-720-9517 <a href="mailto:Natasa.Lenic@yahoo.com">Natasa.Lenic@yahoo.com</a>
May 9 - 10, 2012	# 502	Business Relocation	Will Von Klug, SR/WA, RW-RAC	<b>Natasa Lenic</b> 310-720-9517 <a href="mailto:Natasa.Lenic@yahoo.com">Natasa.Lenic@yahoo.com</a>
May 11, 2012	# 503	Mobile Home Relocation	Will Von Klug, SR/WA, RW-RAC	<b>Natasa Lenic</b> 310-720-9517 <a href="mailto:Natasa.Lenic@yahoo.com">Natasa.Lenic@yahoo.com</a>
June 7 - 8, 2012	# 800	Principles of Real Estate Law	Ralph Brown, SR/WA	<b>Daniel Kazden</b> 805-578-2400, ext 104 <a href="mailto:dkazden@riggsandriggs.com">dkazden@riggsandriggs.com</a>



**Tom Hanley, P.E.**  
Education Chair

**Note:**  
Series 500 courses are not available online.

See list of **online** courses on page 12.

## Other courses coming up this this year...

Course #	Course Title
# 200	Principles of Real Estate Negotiation - June 27-28, 2012
# 801	United States Land Titles - July 2012
# 802	Legal Aspects of Easements - August 2012
# 506	Advanced Business Relocation Assistance - October 2012
SR/WA	SR/WA Review & Exam - September 2012
# 409	Integrating Appraisal Standards - September 2012
# 410	Reviewing Appraisals in Eminent Domain - September 2012
# 504	Computing Replacement Housing Payments - October 2012
# 505	Advanced Residential Relocation Assistance - October 2012

*If you did not find the course you need to meet your professional education goals, we want to hear from you!..*

Please contact **Tom** at (714) 379-3376, Ext. 284

For additional information, current status and to register, log on to [www.irwa-chapter1.org](http://www.irwa-chapter1.org) and click "COURSES"

## Focus On: Relocation

The Uniform Relocation Act (URA), passed by Congress in 1970, is a federal law that establishes minimum standards for federally funded programs and projects that require the acquisition of real property or displace persons from their homes, businesses, or farms. The URA's protections and assistance apply to the acquisition, rehabilitation, or demolition of real property for federal or federally funded projects.

### URA aims to achieve the following objectives:

- To provide uniform, fair and equitable treatment of persons whose real property is acquired or who are displaced in connection with federally funded projects
- To ensure relocation assistance is provided to displaced persons to lessen the emotional and financial impact of displacement
- To ensure that no individual or family is displaced unless decent, safe, and sanitary (DSS) housing is available within the displaced person's financial means
- To help improve the housing conditions of displaced persons living in substandard housing
- To encourage and expedite acquisition by agreement and without coercion

### How do URA requirements impact your project?

Agencies conducting a program or project under the URA must carry out their legal responsibilities to affected property owners and displaced persons. Agencies should plan accordingly to ensure that adequate **time, funding and staffing** are available to carry out their responsibilities.

Some of those responsibilities include:

#### For Real Property Acquisition:

- ✓ Appraise property before negotiations
- ✓ Invite the property owner to accompany the appraiser during the property inspection
- ✓ Provide the owner with a written offer of just compensation and a summary of what is being acquired
- ✓ Pay for property before possession
- ✓ Reimburse expenses resulting from the transfer of title such as recording fees, prepaid real estate taxes, or other expenses.

#### For Residential Displacements:

- ✓ Provide relocation advisory services to displaced tenants and owner occupants
- ✓ Provide a minimum 90 days written notice to vacate prior to requiring possession
- ✓ Reimburse for moving expenses
- ✓ Provide payments for the added cost of renting or purchasing comparable replacement housing

#### For Nonresidential Displacements (businesses, farms, and nonprofit organizations)

- ✓ Provide relocation advisory services
- ✓ Provide a minimum 90 days written notice to vacate prior to requiring possession
- ✓ Reimburse for moving and reestablishment expenses

Disclaimer: The above overview of the Uniform Relocation Act is for general informational purpose only and is not intended to be a legal or technical advice. The Uniform Act is contained in Title 42 U.S.C. 4601-4655. The regulations implementing the law are contained in 49 CFR Part 24. Since 1989, when the regulation was last updated, there have been only a few small amendments made to the rule.

## Focus On: Relocation (continued)

### “Sample” citation from the URA:

“ 49 CFR 24.101(2) If a Federal Agency (except for the Tennessee Valley Authority or the Rural Utilities Service) will not acquire a property because negotiations fail to result in an agreement, the owner of the property shall be so informed in writing. Owners of such properties are not displaced persons, (*see* §§24.2(a)(9)(ii)(E) or (H)), and as such, are not entitled to relocation assistance benefits. However, tenants on such properties may be eligible for relocation assistance benefits. “

### Below are *brief* descriptions of the upcoming courses related to Relocation under URA.

#### Course # 501 - Residential Relocation Assistance (May 3-4, 2012)

See schedule on page 9

Based upon the requirements established by the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 and subsequent revisions (URA), this two-day course presents a comprehensive overview of the processes and procedures involved in providing relocation assistance to residential occupants. Materials presented are based on the lead agency’s (Federal Highway Administration) regulations in implementing the URA.

#### Course # 502 - Business Relocation (May 9-10, 2012)

This two-day course presents the step-by-step processes necessary to relocate a business, from the initial interview stage to final claim work. Participants will learn how to apply provisions of the URA, in conjunction with the Surface Transportation and Relocation Assistance Act of 1987, and subsequent revisions, to the relocation of non-residential entities.

#### Course # 503 – Mobile Home Relocation (May 11, 2012)

Providing experienced relocation professionals with the critical elements involved in relocating mobile homes, this one-day course emphasizes important considerations involved when categorizing mobile homes as real and/or personal property. This course is designed for the experienced practitioner involved in providing relocation assistance to mobile home occupants, either as owners or tenants of the coach and/or-site. This course emphasizes the important considerations involved when categorizing mobile homes as real and/or personal property.

### FACILITATOR:

**William (Will) Von Klug, SR/WA, R/W-RAC**, is president of Von Klug and Associates, Inc. Will has worked for public agencies in the relocation/acquisition profession since the inception of the “*Uniform Relocation and Real Property Acquisition Policies Act*” in 1970. He formed one of the first private relocation service firms in the United States. He has handled complex acquisition and relocation negotiations throughout the United States. He has overseen acquisition and relocation programs for public agencies, has monitored acquisition and relocation projects for funding agencies and has acted as a relocation appeals hearing officer for many agencies throughout the country. He has taught over 400 classes or seminars on relocation procedures and requirements, public agency acquisition, public agency negotiations, relocation responsibilities of public agencies, developing and implementing right of way policies and procedures for public agencies, overseeing and managing consultant firms and reading body language at the negotiation table and the poker table. He has testified numerous times as an expert witness. He has more than 38 years of acquisition/relocation experience and earned both the SR/WA and R/W-RAC designations from the International Right of Way Association (IRWA). He has testified to Congress on relocation issues. He has been voted “Professional of the Year” by Chapter One of the IRWA and was the president of IRWA Chapter 20. Will lives in Beaumont, CA.

## Online Education:

### Courses Available ONLINE!..

#### **Basic Right of Way Disciplines:**

- 103 - Ethics in the Right of Way
- 104 - Standards of Practice for the R/W Professional
- 105 - The Uniform Act—Executive Summary

#### **Communication/Negotiation:**

- 200 - Principles of Real Estate Negotiation
- 203 - Alternative Dispute Resolution
- 205 - Bargaining Negotiations
- 213 - Conflict Management
- 215 - Right of Way Agent's Development Program

#### **Management :**

- 303 - Managing the Consultant Process
- 304 - When Public Agencies Collide

#### **Appraisal:**

- 400 - Principles of Real Estate Appraisal
- 402 - Introduction to the Income Capitalization Approach
- 403 - Easement Valuation

#### **Environment:**

- 600 - Environmental Awareness
- 606 - The Environmental Process

#### **Asset/Property Management:**

- 700 - Introduction to Property/Asset Management

#### **Real Estate Law:**

- 800 - Principles of Real Estate Law
- 801 - United States Titles

### COMING SOON ONLINE!..

- 100 - Principles of Land Acquisition
- 900 - Principles of Right of Way Engineering

The following series are **not available online:**

- 500 series** (Relocation)
- 900 series** (Engineering)

## Benefits of Membership:

### IRWA Members receive reduced rates on:

- ◇ All IRWA training courses.
- ◇ Chapter Educational Conferences and events
- ◇ Annual International Educational Conferences
- ◇ Federal Agency Update Conference
- ◇ Six issues of Industry's leading publication, the Right of Way Magazine

### Other Fantastic Benefits:

- ◇ Listing in the Member Director and Access to powerful referral network
- ◇ Chapter's announcements and updates via e-mail
- ◇ Headquarters' Announcements and Updates via e-mail
- ◇ Access to Online Right of Way Handbook, IRWA's essential body of knowledge
- ◇ Opportunities of publicity in the chapter's newsletter and the Right of Way Magazine through publication of News Releases, Publicity Releases, and Professional Articles.
- ◇ Maintaining valid professional designation and/ certifications.





## EDUCATION CONFERENCE

# SEATTLE

JUNE 10-13, 2012

### Tips for Gaining Management Approval to Attend

In today's economy, when uncertainty is all around us, the only sure thing is making yourself the most marketable person in your profession by attending professional events, staying current on trends, maintaining your certifications, and renewing your professional network.

Professionals who attend the IRWA Annual International Education Conference know they will discover the latest trends, professional development tools and strategic innovations that will give them and their organizations the edge they need over their competition.

This event is also where serious business connections are made and solutions for challenging times are discovered. When you attend this conference, you'll be energized by the experience of networking with hundreds of right of way professionals. You and your organization can't afford to miss this event.

### Experienced Speakers

The speakers are top subject matter experts in their fields, not, "professional speakers" who speak at any event they can get a booking. The presenters spend their time doing actual work, meaning that they have plenty of experiences to illustrate their topic. The speakers have many years' experience from a wide range of projects. This brings a perspective that will be relevant to your business.

### Experienced Audience

IRWA conference participants make up the unique body of knowledge that can only be accessed by attending the conference—hundreds of experienced right of way professionals gathering in one place and sharing experiences. Discovering the lessons learned from countless other teams who have dealt with the problem you're currently facing is one of the conference's greatest benefits.

### How do you convince management the importance of attending?

#### Create a Winning Proposal

You develop proposals everyday in your business, so why should it be any different when pitching your company on the benefits of attending the 2012 International Education Conference? Develop a formal proposal that includes the benefits of attending the event, your intended schedule of educational sessions, and why this information will be valuable to your operation. Be sure to describe how your attendance directly supports your organizational goals.

#### Communicate the Value

Communicate why it is important to attend the conference. Professionals who are better prepared and better informed have the advantage – as do their organizations. Here are just a few benefits of attending the conference:

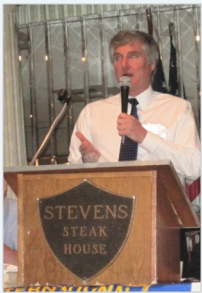
- ◇ 1,000+ Right of Way professionals are anticipated to attend – This gathering of a unique body of knowledge guarantees your connecting with other professionals will benefit you and your organization.
- ◇ Over 50 education sessions presented by seasoned subject matter experts in 12 disciplines; Asset Management, Environment, Ethics, International, Local Public Agencies, Pipeline, Professional Development, Relocation, Survey/Engineering, Transportation, Utilities and Valuation
- ◇ Dedicated business networking events
- ◇ Trade show with vendors offering the latest in Right of Way services
- ◇ Learning excursions provide a street-level view of development projects in the Greater Seattle Area

#### The Take Away

What you learn at the conference doesn't stay at the conference. Become a force for change in your organization by bringing the knowledge you gain at the conference home. Make sure your management understands that your attendance at the 2012 IRWA Annual International Education Conference will benefit everyone in your organization. Strike an agreement to write up a brief synopsis of what you learn once you return from the conference. Then share this information with your company. Take a moment and start formulating a proposal for attending the conference. Using this page, write down all of the benefits you and your company will receive by attending the conference and make an appointment to discuss with your management today. ◆

# March 27, 2012—Joint Luncheon

## PHOTO REPORT



**Thomas F. Neeson**  
*President*  
Southern California  
Chapter of  
Appraisal Institute



**Konstantin Akhrem**  
*President*  
Chapter 1  
IRWA



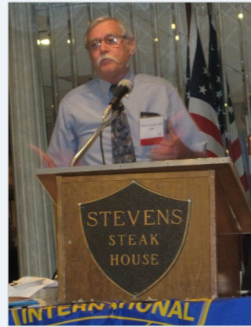
*Left to right: Tupper Lienke, MAI, SCCAI Immediate Past President, James Pike, MAI, SCCAI Vice President, Thomas Neeson, SCCAI President, David Zoraster, MAI, as Guest Speaker, Konstantin Akhrem, President, David Graeler, President-Elect, William Larsen, Immediate Past President, Theresa Armistead, Secretary.*



# March 24, 2012 Joint Luncheon — Photos

*Continued*

Our guest speaker, **David Zoraster**, Vice President at CB Richard Ellis, captivated the audience of 84 professionals with timely and valuable observations and insight into trends in various real estate markets of Los Angeles county as well as his good humor.



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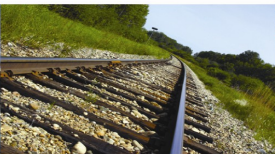
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