

MAY-JUNE 2014



## President's Message – Kenneth Stanberry, SR/WA

It has been my great honor, privilege, and pleasure to serve IRWA Chapter 1 this past year as the President. I hope that in some way I have been able to give back a small amount to IRWA and Chapter 1 as payment for the countless benefits it has given to me over the years. I look forward to continuing to support my local chapter as an active member as well as the IRWA as a whole. I now have the honor of being appointed as International Chairperson for the Asset Management Community of Practice. Where I intend to continue to convey the goals of IRWA and welcome all serious professionals and practitioners. IRWA is a thought-leading organization and a beacon in the profession. There are lots of new changes, for the better, coming to IRWA in the near future and I look forward to sharing the journey with all of you.

**IRWA is a thought-leading organization**

I will do my best to encourage a new generation of members to team with those of us already carrying the torch lit by the great folks who came before us. In short, I look forward to continuing as an active member of IRWA and serving the local and international membership.

I would like to thank my wonderful Officers and all the Board Members for all of their support, without you I would have never survived this year. Once again thank all of you for your help, encouragement and support throughout my term as Chapter 1 President.

Regards,

Kenneth Stanberry  
President, IRWA Chapter 1

### For your calendar:

- **07/08/14**— Introduction to the Income Capitalization Approach (Course #402)
- **07/22/14**— Introduction to Property/Asset Management (Course #700)
- **07/22/14**— Honoring Past Presidents Luncheon at Tamayo Restaurant in East Los Angeles
- **08/12/14**— Principles of Real Estate Negotiation (Course #200)
- **08/27/14**— Residential Relocation Assistance (Course #501)

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## Join us on July 22, 2014 – Honoring Past Presidents Luncheon

### IRWA CHAPTER 1'S ANNUAL PAST PRESIDENTS' LUNCHEON

**Host:**  
IRWA Chapter 1  
213-367-0577

**When:**  
Tuesday, July 22 from 11:30 AM  
to 1:00 PM

**Where:**  
Tamayo Restaurant & Art Gallery  
5300 E Olympic Blvd  
Los Angeles, CA 90022

## Upcoming IRWA Chapter 1 Courses:



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

*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) 394-5648  
OR  
[tghlmh@me.com](mailto:tghlmh@me.com)

Date	No.	Title	Coordinator	Instructor
Jul 8, 2014	402	Income Valuation	<b>Ann Kulikoff</b> 714-624-3876 <a href="mailto:kulikoa@yahoo.com">kulikoa@yahoo.com</a>	Michael Lahodny, SR/WA
Jul 22-23, 2014	700	Introduction to Property/Asset Management	<b>Ann Kulikoff</b> 714-624-3876 <a href="mailto:kulikoa@yahoo.com">kulikoa@yahoo.com</a>	Georgia Snodgrass, SR/WA
Aug 12-13, 2014	200	Principles of Real Estate Negotiation	<b>Doug Harman</b> 562-908-4288 ext 2492 <a href="mailto:dougharman@lacsds.org">dougharman@lacsds.org</a>	Ralph C. Brown, SR/WA
Aug 27-28, 2014	501	Residential Relocation Assistance	<b>Doug Harman</b> 562-908-4288 ext 2492 <a href="mailto:dougharman@lacsds.org">dougharman@lacsds.org</a>	Cecilia Melanson, R/W-RAC
Aug 29, 2014	504	Computing Replacement Housing Payments	<b>Darryl Root</b> 562-304-2000 <a href="mailto:droot@opcservices.com">droot@opcservices.com</a>	Cecilia Melanson, R/W-RAC
Sep 9-10, 2014	209	Negotiating Effectively with a Diverse Clientele	<b>Konstantin Akhrem</b> 310-617-0251 <a href="mailto:ka.srwa@yahoo.com">ka.srwa@yahoo.com</a>	Stephen Kiley, SR/WA

### **Chapter 1 Education Classes at Steven's Steakhouse**

As always, check the IRWA website for upcoming course offerings in the near future. In response to IRWA Headquarters requirements we are planning to begin holding our Chapter 1 classes at Steven's Steakhouse in Commerce beginning in July of this year. After many years of holding our education program at the ERC in Downey we needed to make a location change so that we could post our classes at least six months ahead of time on the IRWA website. Headquarters has asked all chapters to do this so that they can help us to more effectively promote and market our course offerings. We still plan to use the ERC as needed and available. In the meantime we have Course 506 scheduled for 05/19-20/2014, Course 104 for 06/12/2014, and Course 213 for 06/13/2014 at the ERC in Downey. The three courses will be taught by Ceci Melanson (506) and Ralph Brown (104 and 213). They are both excellent instructors who have helped us with our education program many times before.

### **Chapter 1 Vouchers**

Your Chapter 1 Board has approved the continuation of the Voucher Program for another year. The voucher program gives a free day of any course to all Chapter 1 members. The response to the program continues to be excellent and we hope it helps getting you started on completing your SR/WA, any of the IRWA certifications, or continuing education requirements. If you plan to take advantage of this offer you need to register with the class coordinator and not online. This is absolutely necessary since online registration will not be available for voucher usage. Details about the scheduled coordinator for each class can be found on the Headquarters website.

### **Professional Accreditation**

IRWA Headquarters has recently come to agreement with the Office of Real Estate Appraisers. (OREA) So let our appraisal members and friends know that all IRWA appraisal courses and many of the other introductory courses now have OREA accreditation in the State of California. This has been a nagging difficult issue for a long time so it just shows what we can get done when we really decide to.

### **If You Need a Particular Course**

If you have a particular class requirement or would like a particular class, please feel free to contact the Education Chair Tom Hanley at 714-394-5648 and request it. Many members have begun to make specific requests to help them finish requirements for their SR/WA, certification, or continuing education requirements. So feel free to tell us what you need. Is there a better reason to schedule a course other than a member needs it?

## NEWS FROM THE PROFESSIONAL DEVELOPMENT COMMITTEE

Chapter 1 is very proud to Congratulate Theresa Armistead, who has attained the prestigious SR/WA designation! This achievement symbolizes years of hard work, dedication and experience in the right of way field!



**Theresa Armistead, SR/WA  
IRWA Chapter 1  
Incoming President**

### **ARE YOU INTERESTED IN OBTAINING THE PRESTIGIOUS SR/WA DESIGNATION OR DO YOU WANT TO KNOW WHAT YOU NEED TO DO TO OBTAIN A RIGHT OF WAY CERTIFICATION?**

Chapter 1 Professional Development Committee members are available to provide guidance and assistance with your career path planning. We want to help you reach your professional goals!

Earning an IRWA Professional Certification or the SR/WA designation could expand your employment opportunities, increase salary potential, boost chances for career advancement and demonstrate your professional commitment.

The Generalist Career Path consists of four levels:

- Right of Way Agent (RWA)
- Associate Right of Way Professional (ARWP)
- Right of Way Professional (RWP)
- Senior Right of Way Professional (SR/WA)

Link to the Right of Way Generalist Career Path Overview:

[https://www.irwaonline.org/EWEB/upload/bundles/Career\\_Path\\_Overview\\_10110.pdf](https://www.irwaonline.org/EWEB/upload/bundles/Career_Path_Overview_10110.pdf)

In addition to the Generalist Career Path, IRWA also offers Specialist Certification Programs in six disciplines:

- R/W-AC Appraisal Certification Program Guide
- R/W-AMC Asset/Property Management Certification Program Guide
- R/W-EC Environmental Certification Program Guide
- R/W-NAC Negotiation and Acquisition Certification Program Guide
- R/W-RAC Relocation Assistance Certification Program Guide
- R/W-URAC Uniform Act Certification Program Guide
- Appraisal Cross Certification Program Guide

Link to Right of Way Specialist Career Path Overview:

<http://www.irwaonline.org/eweb/dynamicpage.aspx?site=IRWA2010&webcode=specialist>

Feel free to contact me or any of the Professional Development Committee Co-Chairs listed below for more information about the IRWA Professional Career Path programs or for questions about the scholarship program or the requirements needed to attain your specific goals for professional development. We're here to assist you!

Sincerely,

Marilyn Stuart, Professional Development Chair – [marilyn.stuart.lb@gmail.com](mailto:marilyn.stuart.lb@gmail.com) – (702) 250-2865

Professional Development Committee Co-Chairs:

Gus Parcero - [augusto.parcero@lacity.org](mailto:augusto.parcero@lacity.org) - (213) 485-5775

Michael Popwell - [michael@mpopwell.com](mailto:michael@mpopwell.com) - (323) 874-2384

Joyce Riggs - [jriggs@sbcglobal.net](mailto:jriggs@sbcglobal.net) - (805)578-2400

Andrew Thompson - [athompson@semprautilities.com](mailto:athompson@semprautilities.com) - (213) 244-5032

Gary Valentine - [gsv@valentineappraisal.com](mailto:gsv@valentineappraisal.com) - (661) 288-0198

*"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."*

Maya Angelou


### **DON'T FORGET TO USE YOUR 2014 CHAPTER 1 FREE COURSE VOUCHER!**

This is a wonderful opportunity for all Chapter 1 members to help you fulfill your IRWA educational requirements for certifications, SR/WA designation, or to receive continuing education credit.

Earlier this year, you should have received an email with the 2014 Chapter 1 Free Course Voucher. If you have not yet taken advantage of this wonderful benefit, there are still many more courses that will be offered this year by the chapter.

If you would like to attend a Chapter 1 sponsored class, all you need to do is contact the course coordinator to register and provide the voucher to them. There is another copy of the voucher provided below for your convenience. As long as you are a member in good standing, current on your 2014 IRWA membership dues, and have not yet used the voucher this year, authorization will be provided to the course coordinator for you to receive the appropriate credit.

Your new voucher can be redeemed for a free 1-day Chapter 1 sponsored IRWA class or equivalent credit if applied to the tuition of a multiple day class. This program will be valid through the end of 2014 so plan ahead to take advantage of this great benefit.

	<h2>IRWA CHAPTER 1</h2> <h3>FREE ONE DAY COURSE VOUCHER</h3>
<p><b>THIS VOUCHER IS REDEEMABLE DURING 2014 FOR A ONE DAY CHAPTER 1 SPONSORED IRWA COURSE OR EQUIVALENT CREDIT APPLIED TO ONE DAY OF A MULTIPLE DAY COURSE*</b></p>	
<p><b>*Terms of Voucher Usage:</b></p>	
<p><b>Valid for IRWA Chapter 1 Members for attendance at Chapter 1 Sponsored Courses Only</b></p>	
<p><b>Voucher Use is Limited to the First 10 Enrollees Per Each Chapter 1 Course</b></p>	
<p><b>This Voucher NOT Valid for Online Courses, is NOT Transferrable and has NO Cash Value</b></p>	
<p><b>Course Registration Must be Arranged in Advance Through Course Coordinator</b></p>	
<p><b>MEMBER NAME</b> _____</p>	
<p><b>COURSE COORDINATOR SIGNATURE</b> _____</p>	

Contact us today to share your expertise, announcements and experiences. Members would like to hear from you!



By Michael F. Yoshiba, Esq.  
Richards Watson & Gershon,  
a Professional Corporation

Gong sought to develop an undeveloped property with an office building.

When she continued to repel his overtures, Mayor commenced a retaliatory course of conduct against Gong, which included causing the final decision on the development project to be indefinitely postponed.

## Case of the Month:

*Salacious Facts Notwithstanding, the Failure to Present a Proper Claim for Damages to this Public Entity Prevented the Plaintiff from Going Forward with this Lawsuit*

### GONG v. CITY OF ROSEMEAD

In The Court Of Appeal Of The State Of California, Second Appellate District, Division Five  
(Filed 5/20/14 - B247601)  
(Los Angeles County Super. Ct. No. BC487865)

#### 1. Introduction

Appellant Tammy Gong (“Gong”) and a co-party real estate development company sued to hold the City of Rosemead (the “City”) liable for the alleged tortious conduct of “Mayor”, a former City Council member and former mayor of the City. Appellant alleged that the Mayor, “extracted” \$38,000 in “loans,” refused to repay her, and then set about a retaliatory course of conduct to prevent the approval of a development project, after Gong refused to provide the Mayor with additional funds and continuously rejected his sexual overtures. Gong also alleged that Mayor physically assaulted her and threatened to kill her. The trial court sustained the City’s demurrer to the complaint without leave to amend and entered a judgment of dismissal in favor of the City, from which appellants appealed.

The appellate court agreed with the trial court’s rulings that the complaint lacked sufficiency because the plaintiffs’ claims were subject to the claim presentation requirements and the immunity provisions of the Government Tort Claims Act and the appellants failed to satisfy the claim presentation requirements of the Act.

#### 2. Setting the Stage

Gong sought to develop an undeveloped property with an office building. Mayor approached Gong about the proposed development project, wherein Mayor suggested that the City would support the development if Gong would instead construct a mixed-use building. As a result of her encounter with Mayor, Gong was convinced to acquire a lot adjoining the original parcel, change the original development plans from office-only to a mixed-use building, and prepare and submit applications for a general plan amendment, zone change, design review, and conditional use permit to proceed with construction of a mixed-use building.

#### 3. Bad Intentions

While development applications were pending, Mayor asked Gong for personal loans due to a purported family emergency and for other reasons. Ultimately, she loaned Mayor a total of \$38,000. Subsequently, Gong realized that Mayor had no intention of repaying the loans and she ceased lending him money. Also during this time frame, Mayor approached Gong seeking to engage her in a romantic relationship. Gong informed Mayor that she was not interested, but that did not deter him. When she continued to repel his overtures, Mayor commenced a retaliatory course of conduct against Gong, which included causing the final decision on the development project to be indefinitely postponed. Gong refused additional financial and romantic overtures from Mayor and demanded the return of her money. Mayor refused to do so, and threatened to kill her if she reported him to the authorities. Gong felt threatened and fearful for her life and safety, and so she contacted the Federal Bureau of Investigations (“FBI”) for assistance. At the request of the FBI, Gong agreed to withhold filing a lawsuit against Mayor until the FBI finished its investigation. Mayor ultimately pled guilty to federal charges of extortion and fraud.

#### 4. Tort Claims

Appellants filed two separate and similar tort claims with the City alleging the following factual basis for their claims against the City:

*“Description of incident/accident that caused you to make this claim: Prior City Managers & Employees made me purchase this property to build Mix Use Project. This purchase was completed in 2009. I went through all plan check and [Mayor] kept delaying me from continuing. Now the City told me that I cannot build it anymore because City Council changed and Policy changed too.”*

The City notified appellants that these claims were rejected.

### 5. Lawsuit

Appellants then initiated a lawsuit. The complaint alleged causes of action against Mayor for money lent; against the City for promissory estoppel and “pursuant to” Government Code 815.3; for fraud and extortion, assault and battery, and intentional infliction of emotional distress against both Mayor and the City. The City challenged the complaint on multiple grounds. Specifically, the City contended that the causes of action for fraud and extortion, assault and battery, and intentional infliction of emotional distress were barred due to appellants’ failure to submit a timely and sufficient claim pursuant to Government Code section 900 et seq. Furthermore, the City maintained that the third cause of action, based on Government Code section 815.3, failed because that section does not form the basis of a separate cause of action against City.

### 6. Discussion

The trial and appellate courts found that appellant’s failure to file a proper claim with the City pursuant to the Government Claims Act, precluded their recovery of damages based on Mayor’s intentional torts. Liability of the City is subject to a procedural condition precedent; that is to say, the timely filing of a written claim with the proper officer or body is an element of a valid cause of action against a public entity. (See §§ 900.4 and 905; *Del Real v. City of Riverside* (2002) 95 Cal.App.4th 761, 767.) Compliance is mandatory, and cannot be excused on the theory that the entity was not surprised by the suit. “It is not the purpose of the claims statutes to prevent surprise. Rather, the purpose of these statutes is to provide the public entity sufficient information to enable it to adequately investigate claims and to settle them, if appropriate, without the expense of litigation. [Citations.] It is well settled that claims statutes must be satisfied even in face of the public entity’s actual knowledge of the circumstances surrounding the claim. Such knowledge – standing alone – constitutes neither substantial compliance nor basis for estoppel.” (*City of San Jose v. Superior Court* (1974) 12 Cal.3d 447, 455.)

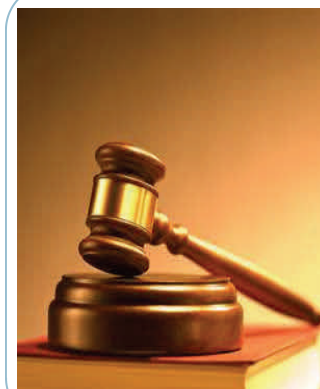
The failure to timely present a proper claim for money or damages to a public entity bars a plaintiff from filing a lawsuit against that entity. (*State v. Superior Court (Bodde)* (2004) 32 Cal.4th 1234, 1239.) The procedural requirements for claim presentation are prerequisites to litigation against a local public entity or employee thereof based not only on tort liability, but on any claim for “money or damages.” (§ 905.)

### 7. Missing Prerequisite Factual Allegations

The factual allegations of the complaint in no way corresponded with the allegations of the claims filed with the City. Though the pre-litigation claims in the present case were timely filed with the City, they did not “fairly reflect” causes of actions subsequently brought by appellants based on Mayor’s alleged tortious conduct. The non-descript claims by Gong only refer to their failed development project caused by changes in the composition of the City Council and the City’s policies.

### 8. Conclusion

The City’s demurrer challenge to Gong’s complaint alleging the tort causes of action and the cause of action for promissory estoppel was therefore properly sustained without leave to amend. Notwithstanding the alleged salacious details and objectionable conduct.



The failure to timely present a proper claim for money or damages to a public entity bars a plaintiff from filing a lawsuit against that entity.



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**Norman Eke, Senior VP**  
**Converse Consultants, Inc.**  
**Environmental Chair**

Assembly Bill 440 (Gatto), signed by Gov. Brown in October 2013, was designed to reinvigorate brownfield cleanup by granting the power once held by redevelopment agencies to cities, counties, and housing authorities.

Right-of-way professionals that consult for or work at municipalities should aware of this opportunity as it may lead to more infill projects.

## Environmental Update:

### Assembly Bill 440 (Gatto) Aims to Reinvigorate Brownfield Cleanup

In Feb 2012, the California state legislature won the legal battle to dismantle community redevelopment agencies (CRAs), reallocating roughly \$1.7 billion in local property taxes away from brownfield cleanup towards the state's budget deficit. In the midst of a recession, proponents argued that funds would be better spent on education and public safety, but the move was highly controversial and resulted in significant public outcry (and litigation).

Why? Because, at the time, *only* redevelopment agencies held certain powers to assess and clean up properties with environmental contamination. With authority granted in the Polanco Redevelopment Act, CRAs could identify blighted properties in specific redevelopment areas, coordinate a remedial action plan with the Department of Toxic Substance Control (DTSC) and State Water Board, and sue responsible parties for the cost of cleanup.

One of the most important features of the Polanco Act, however, was the provision for immunity from liability. If site cleanup was conducted in accordance with an *approved* remedial action plan, then the agency was immune from liabilities associated with previous environmental contamination. This immunity extended to those who entered into agreements with the CRA after the acceptance of the remedial action plan (subsequent purchasers, developers, lenders, etc.), thereby encouraging investment in high-risk properties.

Assembly Bill 440 (Gatto), signed by Gov. Brown in October 2013, was designed to reinvigorate brownfield cleanup by granting the power once held by redevelopment agencies to cities, counties, and housing authorities. Under the new bill, municipalities and successor agencies are retooled with the authority to initiate site cleanup and recoup costs from responsible parties with added provisions, such as:

**Wider jurisdiction.** Cities, counties, and housing authorities can use the AB 440 powers anywhere within their jurisdiction, not just areas designated for redevelopment.

**Expanded rights.** Agencies now have the right to order a property owner to provide a Phase I Environmental Site Assessment (ESA). This means a city has the right to see any existing Phase I documents and/or can force the owner to prepare one if needed, at their own expense.

**Liability Protections.** Similar to the Polanco Act, AB 440 offers agencies immunity from liability for release(s) addressed in the clean-up plan, transferable to future purchasers of the property and financiers. It is important to note that protections do not apply to those responsible for release of contaminants and associated parties prior to the clean-up plan, to those responsible for hazardous substances not identified in the plan, or those who obtain approval of the clean-up plan through fraud, nondisclosure, etc.

Right-of-way professionals that consult for or work at municipalities should aware of this opportunity as it may lead to more infill projects.

For more information regarding AB 440 and related topics, contact Norman Eke (IRWA Chapter 1 Environmental Chair) at [neke@converseconsultants.com](mailto:neke@converseconsultants.com)



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**Photos:** May Luncheon – May 20, 2014



*Chapter 1 President Elect, Theresa Armistead, greets members at the Steven's Steak House Nominations and Awards luncheon*



*Board of Directors: from left Norman Eke, Kelly Kitasato, Gary Valentine and Kenneth Stanberry*

Contact us today to share your expertise, announcements and experiences. Members would like to hear from you!

Photos from May Luncheon – May 20, 2014 (continued)



Luncheon speaker, Marianne Jeffers, County of Los Angeles Public Works GIS

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**Photos from May Luncheon – May 20, 2014 (continued)**



*Congratulations to new Chapter 1 SR/WA Frank Borghetti, Southern California Edison pictured with Kenneth Stanberry, Chapter 1 President*



*Gary Valentine presenting David Greenwald of Los Angeles County Sanitation District with the Small Employer of the Year award*

Contact us today to share your expertise, announcements and experiences. Members would like to hear from you!

Photos from May Luncheon – May 20, 2014 (continued)



Bill Larsen presenting Large Employer of the Year award to Carol Chiodo of Los Angeles County MTA

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**Photos from May Luncheon – May 20, 2014 (continued)**



*Kelly Kitasato presenting Michael Yoshiba with a Professional of the Year award*



*Members enjoying the luncheon program and networking*

Contact us today to share your expertise, announcements and experiences. Members would like to hear from you!

Photos from May Luncheon – May 20, 2014 (continued)



*Tom Hanley swearing in the new slate of officers: Norman Eke and Theresa Armistead; absent Marilyn Stuart, Darryl Root and Raymond Mehler*



*Los Angeles County Sanitation District employees participated and were rewarded with Small Employer of the Year award*

Visit us on the web [www.irwa-chapter1.org](http://www.irwa-chapter1.org) for latest Chapter 1 news and announcements

## Photos from May Luncheon – May 20, 2014 (continued)



Board members Gary Valentine, Kelly Kitasato and Kenneth Stanberry preparing to administer raffle selections

Bradford B. Kuhn, *Chair*

Kevin T. Collins

Katherine A. Contreras

Bernadette Duran-Brown

David Graeler

Amber M. Grayhorse

Harleen Kaur

Jennifer L. Meeker

David J. Miller

Ivy A. Okoniewski

Rick E. Rayl

Ashley J. Remillard

Benjmain Z. Rubin

Michael G. Thornton

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## CALIFORNIA EMINENT DOMAIN REPORT

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Photos from May Luncheon – May 20, 2014 (continued)



*Mel Barosay received one of the raffle prizes; with Steven Dominguez and Kenneth Stanberry*



*Members networking after lunch*

Visit us on the web [www.irwa-chapter1.org](http://www.irwa-chapter1.org) for latest Chapter 1 news and announcements

**Photos from May Luncheon – May 20, 2014 (continued)**



*Luncheons are an excellent way to meet colleagues and network*



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Photos from May Luncheon – May 20, 2014 (continued)



More networking after the luncheon



**"I coordinate all of your permitting needs so nothing stands in the way of your project deadlines."**

*Erin, Permit Supervisor  
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**Photos from May Luncheon – May 20, 2014 (continued)**



*Members catching a moment with the luncheon speaker*



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Photos from May Luncheon – May 20, 2014 (continued)



More networking after luncheon



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## Photos from May Luncheon – May 20, 2014 (continued)



*Before leaving, the luncheon guest speaker chats with members*



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Los Angeles

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### CONTACT

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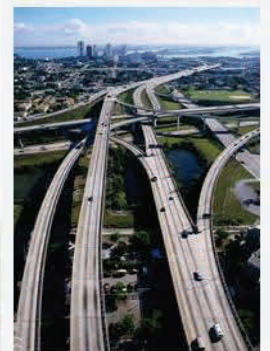
Beth B. Finestone, MAI, FRICS  
bfinestone@irr.com  
818.290.5455

William Larsen, SR/WA  
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**Photos from May Luncheon – May 20, 2014 (continued)**



*Board members Kelly, Gary and Kenneth catching up with members*

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Photos from May Luncheon – May 20, 2014 (continued)



Members are not quite ready to depart the luncheon; so much to talk about with industry colleagues

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Los Angeles, California 90071-3101  
Telephone 213.626.8484  
Facsimile 213.626.0078  
myoshiba@rwglaw.com

Contact us today to share your expertise, announcements and experiences. Members would like to hear from you!



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 Gardena, CA 90248  
 Phone: (310) 538-0233  
[www.irwaonline.org](http://www.irwaonline.org)

## 700 Introduction to Property/Asset Management 07.22 & 7.23.14 Commerce, CA



### Course 700 - Introduction to Property Management

#### Course Description:

This course addresses all major aspects of property and asset management. Participants will learn how to establish a cost-effective management plan that increases profitability, conserves resources and reduces risk exposure for properties managed.

#### Topics:

- Establish, classify, and maintain a property inventory
- Develop simplified management policies and procedures
- Identify and evaluate risks, hazards and liabilities
- Establish ownership monitoring schedules to control encroachments and other unauthorized uses
- Decide if property should be leased, sold or held
- Recognize advantages and pitfalls of joint use agreements
- Effectively repair and maintain improved properties
- Profitably dispose of excess lands or property rights

#### Course Level:

Core

#### Course Tuition Includes:

- Participant Manual

#### Who Should Take This Course:

This course is designed for the full-time asset manager or generalist who manages an organization's properties and who addresses all major aspects of property management.

**700 Introduction to Property/Asset Management 07.22 & 7.23.14 Commerce, CA** Register online at [www.irwaonline.org](http://www.irwaonline.org) / Fax this entire page to IRWA HQ: (866)388-7419

\_\_\_\_\_  
Last Name First Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip/Postal Code

(\_\_\_\_)\_\_\_\_-\_\_\_\_  Yes  No  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
\$ 435.00	\$ 545.00	_____

Total Member Registrants: \_\_\_\_\_  
Total Non-Member Registrants: \_\_\_\_\_

PRINT NAME AS IT APPEARS ON CARD: \_\_\_\_\_ 3-DIGIT CVV: \_\_\_\_\_

AMEX  MC  VISA  Card #: \_\_\_\_\_ EXP: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

**700 Introduction to Property/Asset Management 07.22 & 7.23.14 Commerce, CA**

Sponsor: IRWA Chapter 1  
Date: July 22-23, 2014  
Time: 2 days – 8 AM to 5 PM Daily  
City: Commerce, CA

**Class Location:**  
Steven's Steak House  
5332 Steven's Place  
Commerce, CA 90040  
Phone: (323)723-9856

**Four Ways to Register:**  
Online: [www.irwaonline.org](http://www.irwaonline.org)  
Fax: (866) 388-7419  
Phone: (310) 538-0233, x138  
Contact Course Coordinator

**Accommodations:**

Crowne Plaza Hotel  
6121 Telegraph Rd  
Commerce, CA 90040  
Phone: (877)270-1393  
Single: \$153.00 + tax Double: \$153.00 + tax  
Please contact hotel directly when making reservations.

**Course Coordinator:**

Mrs. Ann Kulikoff  
Brea, CA  
Phone: (714)624-3876  
Fax: 714-784-6417  
Email: [kulikoa@yahoo.com](mailto:kulikoa@yahoo.com)

**Course Instructor:**

**Georgia S. Snodgrass, SRWA, R/W-NAC, R/W-AMC** obtained her Bachelor of Science Degree in Business Education from Eastern Kentucky University, Richmond, KY. She obtained her Master of Science Degree in School Business Administration from Pepperdine University, Malibu, CA. She is currently a Real Estate Representative III for the San Antonio River Authority with responsibility for the asset management program as well as providing acquisition project management oversight on behalf of the River Authority. Prior to the River Authority, Ms. Snodgrass was the chief negotiator for the San Diego Unified School District and was responsible for their asset management program for 32 years. She is Past Chair of Region 1 and Past Chair of the International Membership Committee. Currently, she is the Vice Chair of Region 2. In addition to being a Certified Course Coordinator, she has been approved to teach the 700 Series of IRWA Asset Management Courses as well as IRWA Communication Courses 205 and 213.

**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](mailto: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 the 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.

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 www.irwaonline.org

## 200 Principles of R. E. Negotiation 08.12 & 08.13.14 Commerce, CA



### Course 200 - Principles of Real Estate Negotiation

#### Course Description:

This two-day course focuses on a unique blend of the communication skills associated with successful, real-world right of way negotiations. With an emphasis on the practical as opposed to the theoretical, participants will explore their own negotiation skills, habits and styles with the goal of improving settlement rates of right of way acquisitions.

#### Topics

- Overview of types of negotiations
- Pre-negotiation “must do’s”
- Creating your own individual negotiation style
- Three types of negotiations
- Communicating effectively throughout the negotiation process
- Negotiating with attorneys and other “powerful” owners
- Common issues, tactics, and pitfalls in negotiations
- Preparing for administrative settlements, legal settlements and condemnation

#### Course Level:

Core

#### Course Tuition Includes:

- Participant Manual

#### Recommended Materials:

- Successful Communication and Negotiation (Textbook)

#### Who should take this course:

This course is designed for all right of way practitioners and negotiators who would like to explore their negotiation skills, habits and styles to improve settlement rates of right of way acquisition.

200 Principles of R. E. Negotiation 08.12 & 08.13.14 Commerce, CA Register online at www.irwaonline.org / Fax this entire page to IRWA HQ: (866) 388-7419

\_\_\_\_\_  
Last Name First Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip/Postal Code

(\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_  Yes  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
\$ 435.00	\$ 545.00	_____

Total Member Registrants: \_\_\_\_\_  
Total Non-Member Registrants: \_\_\_\_\_

PRINT NAME AS IT APPEARS ON CARD: \_\_\_\_\_ 3-DIGIT CW: \_\_\_\_\_

AMEX  MC  VISA  Card #: \_\_\_\_\_ EXP: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

**200 Principles of R. E. Negotiation 08.12 & 08.13.14 Commerce, CA**

Sponsor: IRWA Chapter 1  
Date: August 12-13, 2014  
Time: 2 days – 8 AM to 5 PM Daily  
City: Commerce, CA

**Class Location:**  
Steven's Steakhouse  
5332 Steven's Place  
Commerce, CA 90040  
Phone: (323) 723-9856

**Four Ways to Register:**  
Online: www.irwaonline.org  
Fax: (866) 388-7419  
Phone: (310) 538-0233, x138  
Contact Course Coordinator

**Accommodations:**

Crowne Plaza Hotel  
6121 Telegraph Rd  
Commerce, CA 90040  
Phone: 877-270-1393  
Single: \$153.00 + tax Double: \$153.00 + tax  
Please contact the hotel directly for reservations.

**Course Coordinator:**

Mr. Douglas R Harman, RWA  
Los Angeles County Sanitation Districts  
1955 Workman Mill Rd.  
Whittier, CA 90601

Phone: (562)908-4288 (2492)

Email: dougharman@lacsds.org

**Course Instructor:**

Ralph C. Brown, SRWA, 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:** 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.

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

## 501 Residential Relocation Assistance 08.27-28.14 Commerce, CA



### Course 501 - Residential Relocation Assistance

#### Course Description:

This course discusses 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 Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 as amended.

**PLEASE NOTE:** Participants must read 49 CFR Part 24 prior to attending this class.

#### Topics:

- Replacement housing payments for residential owners and tenants
- Mobile homes
- Last resort housing
- Advisory assistance
- Moving payments
- Filing claims and appeals

**Course Level:**  
Intermediate

#### Course Tuition Includes:

- Participant Manual
- Federal Register

#### Required Materials:

- Financial calculator

#### Who Should Take This Course:

This course is designed to provide the fundamentals of residential relocation to right of way professionals.

**501 Residential Relocation Assistance 08.27-28.14 Commerce, CA** Register online at [www.irwaonline.org](http://www.irwaonline.org) / Fax this entire page to IRWA HQ: (866) 388-7419

\_\_\_\_\_  
Last Name First Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip/Postal Code

(\_\_\_\_)\_\_\_\_-\_\_\_\_  Yes  No  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
\$ 435.00	\$ 545.00	_____

Total Member Registrants: \_\_\_\_\_  
Total Non-Member Registrats: \_\_\_\_\_

PRINT NAME AS IT APPEARS ON CARD: \_\_\_\_\_ 3-DIGIT CVW: \_\_\_\_\_

AMEX  MC  VISA  Card #: \_\_\_\_\_ EXP: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

**501 Residential Relocation Assistance 08.27-28.14 Commerce, CA**

Sponsor: IRWA Chapter 1  
Date: August 27-28, 2014  
Time: 2 days – 8 AM to 5 PM Daily  
City: Commerce, CA

**Class Location:**  
Steven's Steakhouse  
5332 Stevens Place  
Commerce, CA 90040  
Phone: 323-723-9856

**Four Ways to Register:**  
Online: [www.irwaonline.org](http://www.irwaonline.org)  
Fax: (866) 388-7419  
Phone: (310) 538-0233, x138  
Contact Course Coordinator

**Accommodations:**

Crowne Plaza Hotel  
6121 Telegraph Rd.  
Commerce, CA 90040  
Phone: 877-270-1393  
Single/Double: \$153.00 + Tax  
Please contact the hotel directly when making reservations.

**Course Coordinator:**

Mr. Douglas R Harman, RWA  
Los Angeles County Sanitation Districts  
1955 Workman Mill Rd.  
Whittier, CA 90601

Phone: (562)908-4288 (2492)

Email: [dougharman@lacsdc.org](mailto:dougharman@lacsdc.org)

**Course Instructor:**

**CECILIA MELANSON** has more than 25 years experience in Real Estate acquisition and relocation assistance. Ceci has served as Director, Training & Development, with Overland, Pacific & Cutler, Inc., a full service acquisition, and relocation consulting firm. Previous experience includes Manager of Real Estate Services for the Los Angeles County Metropolitan Transportation Authority (MTA), where she was responsible for the acquisition and relocation of residential and commercial occupants being displaced from MTA's rail and bus projects. She also served as Director of Rehousing and Property Management for the City of Los Angeles Community Redevelopment Agency. She continues to provide real estate acquisition and relocation services as an independent consultant. Ceci received her undergraduate degree in Organizational Management from the University of LaVerne in Southern California. She has been active in the International Right of Way Association (IRWA), serving on various local chapter and international committees since 1984, as a member of the International Relocation Assistance, International Education and International Professional Resources Committees. Ceci has assisted in the development of Relocation Assistance courses, and has a professional certification by the IRWA as a Relocation Assistance Specialist. She is a certified IRWA instructor of relocation and other real estate courses.

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Epic Land Solutions is recruiting for an energetic, highly motivated Senior Right of Way Agent to join its Los Angeles team. Based out of Torrance, our ideal candidate has ten years of experience acquiring real estate and performing relocation services for regional transportation projects. Candidate must have performed all aspects of acquiring property rights for and from public agencies that are federally funded. Must be able to monitor timelines for multiple projects and demonstrate right of way proficiency to meet and surpass client and corporate goals.

At Epic we offer our employees more than a job, and our successful agents embrace our forward thinking approach to ROW. Proprietary technical support and a solid business model at Epic encourages creativity and allows agents to design, build and find solutions that shape the future. We are currently working on a diverse range of projects that challenge and inspire the right candidate who wants to learn, grow and refresh his or her career.

Requirements in addition to wanting to work for the most innovative ROW Company around include:

- 4 year college degree
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- IRWA membership
- Proficient in Microsoft Outlook, Word, Excel spreadsheet creation;
- SharePoint helpful
- Current California Real Estate Salesperson's License

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<b>President-Elect</b> International Director	Theresa Armistead	(626) 260-1929	taarmistead@aol.com
<b>Treasurer</b>	Norman S. Eke Converse Consultants	(626) 930-1260	neke@converseconsultants.com
<b>Secretary</b>	Darryl Root, JD, MBA, R/W-RAC Overland, Pacific & Cutler, Inc.	(949) 951-5263	droot@opcservices.com
<b>Professional Development</b>	Marilyn Stuart, SR/WA, R/W-NAC Sanitation Districts of LA County	(562) 908-4288 ext. 2756	mstuart@lacs.org

### 2013 – 2014 Appointed Committees (Alphabetically)

<b>Asset Management</b>	Jazmine Sunico LADWP	(213) 367-0577	jazmine.sunico@ladwp.com
<b>Communication &amp; Newsletter Editor</b>	Natasa Lenic, SR/WA, R/W-RAC LACAL Consulting, Inc	(323) 951-9887 ext. 101	nlenic@lacialconsulting.com
<b>Education</b>	Tom Hanley, P.E., SR/WA *	(714) 394-5648	tghlmh@me.com
<b>Engineering/Surveying</b>	Art Cordero City of Los Angeles	(213) 482-7179	apcor75a@gmail.com
<b>Environmental</b>	Norman S. Eke Converse Consultants	(626) 930-1260	neke@converseconsultants.com
<b>Fall Conference</b>	Charles Thomas, SR/WA, Co-Chair Southern California Edison	(626) 302-4186	charles.thomas@sce.com
	Michael F. Yoshiba, Esq, Co-Chair Richards Watson & Gershon	(213) 626-8484	myoshiba@rwglaw.com
<b>Law</b>	Michael F. Yoshiba, Esq Richards Watson & Gershon	(213) 626-8484	myoshiba@rwglaw.com
<b>Local Public Agency</b>	Kelly Kitasato, R/W-AMC City of Pasadena	(626) 744-7356	kkitasato@cityofpasadena.net
<b>Luncheon</b>	Jazmine Sunico, Co-Chair LADWP	(213) 367-0577	jazmine.sunico@ladwp.com
	Steven Dominguez, Co-Chair LACMTA	(213) 922-2728	dominguezs@metro.net
<b>Membership</b>	Diane Dominguez, SR/WA, Co-Chair LACMTA	(213) 922-5253	dominguezd@metro.net
	Charles Thomas, SR/WA, Co-Chair Southern California Edison	(626) 302-4186	charles.thomas@sce.com
	Dionisio (Dio) Marquez, Co-Chair Del Richardson & Associates	(310) 645-3729 ext. 226	dionisio.marquez@drainc.com
<b>Nominations &amp; Elections</b>	David Graeler, Esq. * Nossaman LLP	(213) 612-7800	dgraeler@nossaman.com
<b>Pipeline</b>	Gary Valentine, SR/WA, MAI * Valentine Appraisal & Associates	(661) 288-0198	gsv@valentineappraisal.com
<b>Relocation</b>	Dionisio (Dio) Marquez Del Richardson & Associates	(310) 645-3729 ext. 226	dionisio.marquez@drainc.com
<b>Transportation</b>	Darryl Root, JD, MBA, R/W-RAC Overland, Pacific & Cutler, Inc.	(949) 951-5263	droot@opcservices.com
<b>Utilities</b>	Manjone Mitchell Southern California Gas Company	(213) 503-1791	mmitchell@semprautilities.com
<b>Valuation</b>	William Larsen, SR/WA *, Co-Chair Integra Realty Resources—Los Angeles	(818) 290-5428	wlarsen@jrr.com
	Brad Thompson, SR/WA, Co-Chair Mason & Mason	(818) 957-1881	bthompson@mason2.com
<b>Webmaster</b>	Konstantin Akhrem, SR/WA * Relocation Assistance Specialist	(310) 617-0251	konstantin@irwa-chapter1.org

*Contact us today to share your expertise, announcements and experiences. Members would like to hear from you!*

*Join...*

*Participate...*

*Grow...*

## **IRWA - Chapter 1**

IRWA Headquarters Address  
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Gardena, CA 90248  
Phone: 310-538-0233  
www.irwaonline.org

**Members' NEWS Welcome.** Chapter 1 members are welcome to submit articles of interest for publication in the Chapter's Newsletter. Technical articles may be subject to evaluation and/or revision by the appropriate industry committee.

**Local Public Agencies are welcome to submit news releases, RFP/RFQ, and announcements relevant to the sphere of public real estate and right-of-way practices.** Your news will be published on the chapter's web site and/or this Newsletter.

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[www.valentineappraisal.com](http://www.valentineappraisal.com)

23942 Lyons Avenue, Suite 212, Santa Clarita, CA 91321

### **Editor's Corner:**



Visit us on the web [www.irwa-chapter1.org](http://www.irwa-chapter1.org) for latest Chapter 1 news and announcements