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President's Message

Greetings Chapter 1 Members,

Is it just me, or did the holidays sneak up on us once again? It sure seems like yesterday when we all gathered at the Peterson Automotive Museum for the tri-chapter holiday luncheon. Don't get me wrong, I'm not complaining. As I always remind my kids, if time is flying by, it's because you're productive and hopefully having fun. And I have to admit, this last year has been productive and fun. While it's been busy and fast-paced, it has also been very fulfilling, both professionally and at Chapter 1.

We've had much success here at Chapter 1. With an ever more enthusiastic and productive membership and board, we hosted our first ever happy hour on September 27 at Takami in Downtown Los Angeles, and on October 9, we hosted our first ever breakfast event in lieu of a luncheon at The Reef in Long Beach. Both events had amazing turnouts as they brought together old friends and provided the opportunity to make new ones, including gaining new Chapter 1 mem-



Artin Shaverdian, Ch. 1 President

bers from attendees who joined us for the first time. I would be remiss if I did not thank our breakfast guest speaker, Mary Torres from the City of Long Beach, who provided our membership with an informative overview of all that's happening in the LBC. Thank you, Mary for a great presentation.

These events are meant to encourage networking and a thoughtful exchange between our members and non-members alike to foster meaningful connections within our right-of-way community. Keep in mind, our ability to network, and promote camaraderie and respect within the right-of-way community is only made possible

by participation of the membership. To that end, I thank you for attending our various events and encourage you to attend our upcoming events including the tri-chapter luncheon in December which is sure to be a home-run (hosted by our friends at Chapter 67), the next Chapter 1 happy-hour and breakfast events in January 2019, and of course our popular valuation seminar in February. Please check the calendar of events in this newsletter or check the Chapter 1 website and plan on attending.

Finally, remember, this is your Chapter. As always, if there is any way your Chapter can serve you or the membership better, please be sure to reach out to me or one of our board members. We'd love to hear from you.

Happy Holidays to you and your families and I look forward to seeing all of you soon!

Artin Shaverdian

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Newsletter Chair's Message



**David Williams,
Newsletter Chair**

Fourth quarter is traditionally our time to wrap up projects, initiatives and action-item lists. Here at the Chapter 1 news desk, we are pausing to reflect on recent events and achievements. Our recent Happy Hour event in Downtown Los Angeles on September 27th was a warm and collegial event, giving members an informal setting to meet and/or get to know one another better. First drink was on the house. There was also a breakfast meeting in Long Beach on October 9th that featured a speaker from the Long Beach Development Department talking about the city prioritizing mixed-use projects. Another breakfast meeting and happy hour for early 2019 are in the planning stages.

We are in the top 10% of

chapters nationwide for member credentials, recertifications and designations, with three more featured in this newsletter. Further, we awarded two more education scholarships, each a \$1,500 value, to be used for 5 one-day courses sponsored by Chapter 1 over a two-year period. For those of us interested in applying for a scholarship, stay tuned for details in early 2019 or contact <http://irwa1.org/courses>.

I'm excited about this edition of the newsletter as we are presenting articles from some of our industry chairs. Each chair leads an industry committee, and Chapter 1 has nine of them: Law, Utilities, Local Public Agency, Oil & Gas, Asset Management, Engineering & Survey, and my own personal favorite, Valua-

tion (full disclosure, I am also an appraiser). In this edition, we hear from the Law Committee (Mike Yoshiba) Oil & Gas (April Harvey) and Valuation (Steve Parent).

Finally, a big thank you to our advertisers, who brighten our pages. More slots are available and it's an effective way to showcase your services.

So, grab yourself a cup of coffee and see which articles intrigue you. Care to share an idea or article you've written or want to write? Considering advertising? Please contact me at newsletter@irwa1.org.

David Williams is Director of Valuation Services at Colliers International Valuation & Advisory Services (CIVAS). He can be reached at dave.a.williams@colliers.com



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Long Beach Breakfast Meeting

IRWA Chapter 1 celebrated its inaugural bi-monthly breakfasts in Long Beach, CA, and who better to present than the City of Long Beach's own Mary Torres. As a Project Manager for the City of Long Beach Economic Development Department, Mary has spent the better part of her 20-year career securing and managing right of way in anticipa-

tion of the many development projects happening today. Mary provided attendees with a view into the exciting development projects that will redefine the Long Beach skyline. The Projects including much needed housing and mixed use along with the futuristic Queen Mary Island that will transform the Queen's home into

a state-of-the-art entertainment and tourist destination.

Thanks to Mary for helping make Chapter 1's inaugural breakfast a success. And thank you to Stephania Calsing, Luncheon Co-Chair, and everyone else who made this event happen.



Craig Justeson



Mary Torres



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Nossaman prides itself on its in-depth expertise and reputation for meticulous precondemnation efforts critical to successful public works projects. Our knowledge of right-of-way, eminent domain, valuation, environmental law, endangered species, land use, and infrastructure ensure that we are at the forefront of advancing transportation projects nationwide.



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DTLA Happy Hour Meeting

IRWA Chapter 1 had a wonderful Happy Hour located in the heart of downtown with great views of the city at Takami. The event was a success with over 30 folks joining us to connect with colleagues and enjoy a beverage. We received positive feedback and look forward to our next happy hour in Long Beach on January 10, 2019.



David Williams, Diana Knezevic, Janella Cordova, Marilyn Stuart & Steve Parent

Upcoming Chapter 1 Education

Course No.	Days	Begin	End	Course Name	Location	Instructor
603	1	6-Dec	6-Dec	Understanding Environmental Contamination in Real Estate	Public Works -Alhambra	Fred Walasavage
901	1	10-Jan	10-Jan	Engineering Plan Development & Application	Public Works -Alhambra	Laura Slye
803	2	20-Feb	21-Feb	Eminent Domain Law Basics	MTA - Union Station	Darryl Root
902	1	28-Feb	28-Feb	Property Descriptions	MWD - Union Station	Laura Slye
800	2	11-Apr	12-Apr	Principles of Real Estate Law	MTA - Union Station	Darryl Root
403	1	9-May	9-May	Easement Valuation	Public Works -Alhambra	Larry Castellanos
200	2	19-Jun	20-Jun	Principles of Real Estate Negotiation	MWD - Union Station	Faith Roland

Upcoming Meetings - Save the Dates

One of the top benefits of being a Chapter 1 member is superior networking opportunities for both clients and vendors alike, as well as making new friendships. This year, we are changing things up by hosting events at the beginning and end of the work day, rather than lunches.

The next **Happy Hour** is scheduled for **January 10, 2019**. Save the date. Location TBD.

The next **Breakfast Meeting** is scheduled for **January 17, 2019**. Save the date. Location TBD.

Emails will be sent out to chapter members once the venues have been confirmed. Please also check the irwa1.org website as the information will also be posted there.

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Upcoming Events

December 11, 2018 2018 Tri-Chapter Luncheon at Angel Stadium in Anaheim, CA (see Page 13)

February 12, 2019 2019 Valuation Seminar at Quiet Cannon Restaurant in Montebello, CA (see Page 15)

Professional Development Committee Highlights

Congratulations to the following Chapter 1 members on their credentialing accomplishments:

**Cheryl DeMucci, SR/WA, R/W-RAC, Paragon Partners, LLC
was awarded the SR/WA Designation**

Cheryl DeMucci discovered the right of way industry over 12 years ago. Prior to right of way, she worked as a news reporter, marketing manager, film editing technical support manager and paralegal. She is a self-starter and is passionate about helping others. She said right of way offers her the opportunity to meet new people, learn about them and their businesses and find ways to resolve problems by developing “win-win” solutions. Several years ago she obtained her R/W-RAC and now is proud to have achieved her SR/WA designation. In her free time, she enjoys living in Redondo Beach, spending time with her family and friends, shopping with her 17 year old daughter and hanging out with her dog and cat.



SR/WA Recertification:

- Ray Mehler, SR/WA, R/W-RAC, Sanitation Districts of Los Angeles County

Chapter 1 Educational Scholarship Recipients

Pati Caballero-Williams, City of Los Angeles & Ray Mehta, Metropolitan Water District

Each scholarship recipient was awarded five free days of Chapter 1 sponsored courses!

Look for the Scholarship application campaign next Spring!
You could be one of next year's recipients!!



**Artin Shaverdian, Cheryl DeMucci & Marilyn Stuart
at the Chapter 1 Breakfast Meeting in October.**



**Ray Mehta, Pati Caballero-Williams & Marilyn Stuart
at the Chapter 1 Breakfast Meeting in October.**

Important News From the Professional Development Committee

New IRWA Credentialing Program

Get Credentialed in INDUSTRY

http://www.irwaonline.org/eweb/dynamicpage.aspx?webcode=irwa_industry

IRWA's new credentialing program consists of FOUR PATHWAYS that you can choose from to obtain your SR/WA designation depending on what industry experience you have or want to pursue:

- OIL & GAS
- TRANSPORTATION
- ELECTRIC & UTILITIES
- GENERALIST

Get Credentialed in SPECIALTY

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

You may also access information on how to obtain one of the specialty certifications:

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

Select an industry and go through the three simple steps:
LEARN, QUALIFY & CERTIFY



Get Credentialed!



Do you have questions about IRWA certifications or which courses you should take to reach your goals?

Feel free to contact one of the Professional Development Committee Chairs listed below for more information about the IRWA Professional Career Path programs or for questions about the scholarship program, requirements needed to attain your specific goals for professional development or are interested in having a mentor to guide you through your professional educational path. We're here to assist you!

Marilyn Stuart, PDC Chair marilyn.stuart.lb@gmail.com - (702) 250-2865

Gus Parcerero, PDC Co-Chair augusto.parcero@lacity.org - (213) 485-5775

Michael Popwell, PDC Co-Chair michael@mpopwell.com - (323) 874-2384

Joyce Riggs, PDC Co-Chair jriggs@sbcglobal.net - (805) 578-2400

Andrew Thompson, PDC Co-Chair athompson@semprautilities.com - (213) 244-5032

Gary Valentine, PDC Co-Chair gsv@valentineappraisal.com - (661) 288-0198

Here is your FREE COURSE VOUCHER for the 2018/2019 Fiscal Year!

All Chapter 1 Members are eligible to take a

FREE 1-day Chapter 1 sponsored classroom course through June 30, 2019

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. Please check the chapter course listing in this newsletter to make plans to enroll in courses you need and take advantage of the free 1-day course credit.

How do you use the Free Course voucher? All you need to do is contact the course coordinator of any Chapter 1 sponsored class to register. You will send a copy of the voucher to the PDC Chair for authorization, then send your registration form and voucher to the course coordinator. If you haven't redeemed your voucher yet, feel free to use the copy of the voucher provided below for your convenience.

Your 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. The Chapter 1 Professional Development Committee can help you develop a plan to reach your professional goals leading to the prestigious SR/WA designation or a specialist certification.



**IRWA CHAPTER 1
2018/2019**

FREE ONE DAY COURSE VOUCHER

THIS VOUCHER IS REDEEMABLE FOR A ONE DAY CHAPTER 1 SPONSORED IRWA COURSE OR EQUIVALENT CREDIT APPLIED TO ONE DAY OF A MULTIPLE DAY COURSE*

***Terms of Voucher Usage:**

Valid for IRWA Chapter 1 Members for attendance at Chapter 1 Sponsored Courses Only

Voucher Use is Limited to the First 10 Enrollees Per Each Chapter 1 Course

This Voucher NOT Valid for Online Courses, is NOT Transferrable and has NO Cash Value

Course Registration Must be Arranged in Advance Through Course Coordinator

MEMBER NAME _____

COURSE COORDINATOR SIGNATURE _____

PDC CHAIR SIGNATURE _____

Must be presented to course coordinator at registration - Expires JUNE 30, 2019

Don't Dig Yourself into Trouble

In California, anyone planning to excavate or dig must first give notice via a service called Dig Alert. Notice may be provided by contacting Dig Alert simply by dialing 8-1-1. California legal requirements for both excavators and pipeline operators (as well as operators of other subsurface utilities) are set forth in California's Government Code sections 4216.1-11. A detailed overview of the requirements can be found at www.digalert.net.

1. Excavators must first mark the location of the planned excavation. They must then give at least two business days' notice (not including the day of the notice) to the operators – commonly referred to as a “dig ticket.”
2. Absent an emergency, the excavator MAY NOT perform the excavation until it has received a response (call or physical marking) from each party identified on the dig ticket.
3. Further, prior to performing the excavation the excavator must schedule and conduct an onsite meeting with any operator of a “high priority subsurface installation” within 10 feet of the planned excavation. High priority subsurface installations are defined to include high-pressure natural gas pipelines, petroleum pipelines, pressurized sewage pipelines, high-voltage electric supply lines, conductors, or cables, and hazardous materials pipelines.
4. In order to avoid risks to workers and the environment, excavators should err on the side of caution when deciding whether a potential operator merits an onsite meeting. The dig ticket is only good for 28 days.

Contractors and employees performing excavation activities are often underinformed and poorly trained on the requirements associated with Dig Alert. Too frequently they will begin field activities with little or no knowledge about whether a dig ticket has been issued and whether all operators have responded. This results in accidents and injuries that are easily preventable with adequate training and proper precautions. Further, such training is mandatory - Cal OSHA requires that all such employees be properly trained in Dig Alert procedures. See, Title 8 California Code of Regulations section 1541.

April Harvey is a Right of Way Manager with Crimson Midstream, LLC and can be reached at aharvey@crimsonpl.com.



April Harvey,
Oil & Gas Chair



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Mike Yoshiba,
Law Chair

The Backward Shuffle

One of the earliest legal cases that I worked on for Caltrans Legal involved a pedestrian claiming an injury that happened while she was walking on a sidewalk at the intersection of a State highway and a local City street. Let me explain how and why the Caltrans Maintenance Department, the City Public Works Department and their respective legal counsels became inextricably involved in this “trip and fall” case.

The claimant, “Mrs. M”, was 86 years-old and was traveling in a bus northbound along Hawthorne Boulevard. She exited the bus at the last bus stop before reaching the intersection of Hawthorne Boulevard and Pacific Coast Highway. She needed to walk to the intersection’s southeast corner, cross Pacific Coast Highway and then wait for the final bus that would take her to within a few blocks from her home.

After pushing and activating the pedestrian crossing button, she waited to cross while her shoes extended, slightly, over the curb facing in the direction of the intended crosswalk. But before the signal changed allowing her to cross, an out-of-control speeding car hastily turned right in front of her causing her to “backward shuffle.” During the backwards shuffle, the heel of her shoe caught on an obstruction protruding from the sidewalk and she proceeded to fall to the ground. After picking herself up, she managed to get home without further incident.

However, a few hours after arriving home, Mrs. M began to feel pain in her left knee. The knee began to swell but she didn’t seek treatment for three days. Her attorney referred her to a chiropractor and then to a physician for an x-ray of the injured knee to opine whether there was any structural damage. The physician told her that she needed surgery and physical therapy for her injured knee. The estimate of total required past and future medical costs, pain and suffering, was \$60,000.

The attorneys for the State and City and their retained experts inspected the area where Mrs. M purportedly tripped, fell and was injured.

Near the accident site, there was a piece of an old metal bolt protruding $\frac{1}{4}$ inch above the surrounding concrete sidewalk. The bolt appeared to be the remnant of a free-standing pedestrian crossing button that had been all but removed, except for the protruding metal bolt. Plaintiff Mrs. M claimed that the $\frac{1}{4}$ inch tall bolt was a dangerous condition of public property that caused her to snag her shoe.

The State and City researched

their respective records to determine which public agency owned and maintained this sidewalk area, as well as who removed the pedestrian crossing button pole and left the protruding bolt. Ultimately, neither the State nor the City could locate records with accurate maps or the specific agreement verifying/absolving the parties of responsibility from ownership or maintenance. The case ultimately resulted in a settlement with plaintiff Mrs. M where both the State and City each paid a portion. Whether the exculpatory contract terms, maps and documents were lost, misplaced, destroyed or never contemplated will never be known, until of course the next “backwards shuffle” lawsuit.

Mike Yoshiba, Esq. is a shareholder with Richards Watson & Gershon. He can be reached at myoshiba@rwglaw.com



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**Steve Parent,
Appraisal Chair**

The Temporary Impact Trap

A public agency needs to acquire a temporary construction easement on a vacant lot. This was a no-brainer, a TCE-only assignment, a slam dunk. Surely no severance damages would apply, right?

Not long ago most appraisers generally viewed all real estate damages associated with temporary impacts as not compensable. In fact, the Caltrans Right of Way Manual states "temporary damages to the use and occupancy of property reasonably incident to [resulting from] constructions requirements" have been found by the courts as not compensable. However, "unnecessary and substantial interference may be compensable", it continues, and the Manual advises the appraiser to seek a legal opinion to assist in the determination of damage compensability.

While unnecessary is relative-

ly easy to define, the phrase substantial interference requires interpretation. What exactly is substantial interference and when is that threshold met? Though there's ambiguity, some things are clear. The appraiser should approach the problem with an open mind and gather the necessary information to evaluate the degree and duration of the temporary impacts. Agencies, designers and construction contractors should try to limit these impacts to minimize the risk of claims. Appraisers' opinions and interpretation may reasonably differ on this subject which provides the foundation for differences in value opinions. While there are many reasons value opinions differ, understanding the basis for differing opinions is prudent. Those differences can be driven by matters involving interpretation rather than appraiser bias.

Recall the Uniform Standards of Professional Appraisal Practice's (USPAP) Ethics Rule, Conduct section, states "an appraiser must perform assignments with impartiality, objectivity, and independence, and without accommodation of personal interests." USPAP goes on to state "An appraiser must not perform an assignment with bias". Appraisers take USPAP and its Ethics Rules very seriously. Our scope of work and approach are the same regardless of whether we've been hired by the property owner or by the public agency.

Steve Parent, PMP, SR/WA, MAI, SRA, AI-GRS, AI-RRS is a Director with Bender Rosenthal, Inc. (BRI), a full service right of way firm. He can be reached at s.parent@benderrosenthal.com

If you are a legal expert in ROW and wish to submit an article, please contact David, Williams, Newsletter Chair, at newsletter@IRWA1.org

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Compensation Matters

Contractor's Use of Property for Staging Does Not Constitute a Taking When Such Use Is Not Authorized by the Agency as Part of the Project & Damages for Taking of Redwood Tree

In a recent unpublished Court of Appeal decision, *Downs v. City of Redding* (October 30, 2018), the Court took up two distinct issues: (a) whether a contractor's use of property for construction staging constitutes a taking when such use is not authorized by the agency, and (b) whether "just compensation" requires payment of damages for the taking of a tree. Both of these issues are common occurrences in many of the projects we work on and while the court's holdings may not come as a surprise, they are a good reminder of the fairness and equity courts apply when deciding such issues.

Let's take them one at a time:

A. Contractor's Use of Property

When planning large scale projects, government agencies often acquire as part of their project, property for use as construction staging or laydown yard. However, it is not uncommon that the government's contractor may independently lease property in the vicinity of the project for use as office space, parking, and other uses related to the project.

In the *Downs* case, the City's contractor Kiewit Construction Co. ("Kiewit") did just that. Kiewit leased office space and the parking lot of a commercial property from its owner, Richard Downs, adjacent to the project site. However, Kiewit's use of the owner's property went beyond office and parking use to storage of material and equipment, construction staging, etc. Owner sued the City in inverse condemnation for unauthorized use and taking of its property arising out of a public works project.

Background

At the time of trial, the Court had made the following findings: The City's bridge project approved by the City did not include the deliberate acquisition or use of the owner's property, nor did the City authorize Kiewit to occupy or use the owner's property for any purpose. In fact, the City had acquired its own construction easement for a staging area not far from the owner's property.

Kiewit independently entered into a lease with the owner to occupy the owner's office building and parking area and the City was not a party to the lease. Furthermore, the lease contained no restrictions for any specific uses on the property.

The evidence also showed that although the owner was unhappy about its office property being used as a construction staging and material storage area, the owner did not notify the City that Kiewit was using the property in any particular manner or somehow in violation of the lease; nor did the owner notify Kiewit that use of the parking area for stockpiling of material and construction staging was in excess of or violation of the lease.

Court's Ruling

With these facts at hand, the Appellate Court explained that:

In order for the owner to prevail on its **inverse condemnation** theory, "[owner] had the burden of proving the City planned, authorized, or directed Kiewit's unauthorized use of the [owner's] property for the benefit of the project".

The Court went through a detailed analysis and cited a number of cases related to inverse liability arising from work contractors perform. **Placing the focus on the acts of the public entity**, the Court relied on multiple cases including *Marin Municipal Water Dist. v. Peninsula P. Co.* (1939) 34 Cal.App. 2d 647, 652 and explained that if a contractor does work as planned by the City and causes damage, then the agency is responsible; however, if a contractor departs from the contract and the plans, or goes beyond them which results in injury or damage, then the contractor is responsible for the tort he has committed.

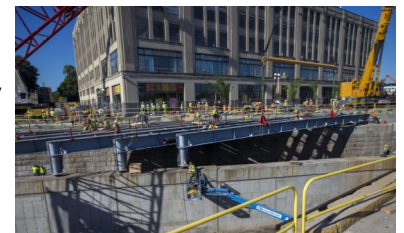
Relying on the evidence presented at the time of trial, the Court found that the project as designed and planned by the City did not include the owner's property. The City had already acquired its own easement area and had instructed Kiewit to remain on the City's side of the easement. Accordingly, the Court concluded that a taking did not occur because the City did not direct Kiewit to use the parking lot and such use was not within the contemplation of the plans and specifications for the project. In the Court's view, owner's claim amounted to a landlord-tenant dispute.

Conclusion

While the *Downs* case follows clear and simple logic and may appear to be restating the obvious, it's important for agencies to keep in mind that agencies are not automatically immune from inverse liability for the acts of a contractor. However, whether a taking occurs will hinge on the facts of the case as to whether the wrongful act is an authorized or deliberate part of the design, or construction of the public project. *(continued on next page)*



Artin Shaverdian,
Chapter 1 President



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Downs v City of Redding Blog Post (*continued*)

Contractor's Use of Property for Staging Does Not Constitute a Taking When Such Use Is Not Authorized by the Agency as Part of the Project & Damages for Taking of Redwood Tree

B. Damaged Redwood Tree

While much of the *Downs* case dealt with inverse liability for the actions of the contractor, next the Court considered a second ancillary issue related to damages for the taking of a redwood tree.

Background

City, with the consent of the owner, shut off the irrigation system on a portion of the owner's property for a specified period. The parties stipulated that compensation for the taking and damaging of plaintiff's landscaping as a result of loss of irrigation would be awarded in an amount not less than \$10,510. The only issue for the court was whether the redwood tree that died on plaintiff's property following the water shut off was separately compensable.

The owner's expert testified that the replacement cost of the redwood tree was \$42,700. The City's appraiser testified that the demise of the tree did not diminish the overall value of the property, and in his opinion, the measure for damaging of the landscape was the "cost to cure" it, and because landscaping had been repaired and replaced, the appraiser concluded the property did not suffer any diminution in value from the lack of the redwood tree.



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Court's Ruling

The court agreed with City's appraiser that **"the proper measure of damages is the diminution, if any, of the fair market value of the property"** compared to after the taking of the landscaping and irrigation system. The tree had no contributory value to the overall value of the property. Because the loss of the redwood tree did not result in diminution in value of the property, owner was not entitled to separate compensation for the tree.

Conclusion

The Court was clear that the concept of just compensation is to put the owner in as good a pecuniary position as he would have been if his property had not been taken, while being fair to the public. The ruling was based on equity and fairness as the Court indicated that "to allow [owner] to recover \$42,700 would put the owners in a better pecuniary position than they would have been in had the tree remained intact, which is contrary to public policy..."

Artin Shaverdian, Esq. is a Partner with Nossaman, LLP specializing in right-of-way acquisition matters, eminent domain and inverse condemnation law. Mr. Shaverdian can be reached at ashaverdian@nossaman.com.



2018 Tri-Chapter Luncheon



December 11, 2018

11:30 AM—1:30 PM

Angel Stadium, Anaheim

\$95 per person

Registration

Open Now!

www.irwa-chapter67.ticketleap.com/tri-chapter-luncheon-2018/

Or register with Amanda Fitch - afitch@mobilitie.com
2955 Redhill Ave, Suite 200, Costa Mesa, CA 92626



Sponsorship Opportunities

Grand Slam—\$2,000

1 sponsorship available.
Includes 2 large posters on display during the luncheon &
2 free attendance registrations.
Special recognition during luncheon presentation.

Home Run— \$1,000

5 sponsorships available.
Includes 1 large poster on display during the
luncheon & 1 free attendance registration.

Triple—\$500

5 sponsorships available.
Includes 2 - 11x17 company logo poster on display during the luncheon.

Double—\$250

6 sponsorships available.
Includes 1 - 11x17 company logo poster on display during the luncheon.

Single—Raffle Prize (\$100 value)

Unlimited number of sponsorships available.
Include 8.5 x 11 company logo poster on the prize table.

All sponsors will receive a special thank you in Chapter 67's January Newsletter.

All Promotional items can be displayed throughout the venue.

Please contact us to coordinate.

Please contact afitch@mobilitie.com for sponsorship opportunities.



SAVE THE DATE

27TH ANNUAL VALUATION SEMINAR

Tuesday, February 12, 2019

***Quiet Cannon Conference Center
901 North Via San Clemente, Montebello***



Plan to join us for this event. Our target audience includes acquisition managers, acquisition agents, real estate attorneys and appraisers. Speaker panel topics will include *Timing is Everything, Temporary Damages, Before and After Project Benefit Issues, Loss of Goodwill, and Acquisition of Entitled Development Projects.*

This seminar in 2018 and 2017 was approved for 8.0 hours of BRE credit, 7.25 to 7.75 hours of MCLE credit, and 8.0 hours of SR/WA Recertification credit. We anticipate applying for approvals of similar credit levels for the 2019 seminar.

The 2019 Seminar will include 18± guest speakers including:

Regina Danner, Esq, *Richards Watson & Gershon*

John G. Ellis, MAI, CRE, FRICS, *Integra Realty Resources-Los Angeles*

David Graeler, Esq., *Nossaman LLP*

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

Robert G. Kuhs, Esq., *Kuhs & Parker*

Michael H. Leifer, Esq., *Palmieri, Tyler, Weiner, Wilhelm & Waldron*

Madeleine Mamaux, CFA, ASA; *Desmond, Marcello & Amster*

Taner Osman, PhD, *Beacon Economics*

Marcus Pigrom, ASA; *Desmond, Marcello & Amster*

Joyce Riggs, MAI, SR/WA; *Riggs & Riggs, Inc.*

Gary Valentine, MAI, SR/WA, CCIM; *Valentine Appraisal & Associates*

Michael F. Waldron, MAI; *Waldron & Associates*

Gary C. Weisberg, Esq, *Woodruff, Spradlin & Smart*

Michael F. Yoshiba, Esq, *Richards Watson & Gershon*

If you have any questions regarding seminar content, please contact Seminar Chair:

William Larsen, SR/WA

wlarsen@irr.com