

March
2012

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International Right of Way Association
Spirit of the Heartland – Iowa Chapter 41
www.irwa41.org



Chapter 41 Update

The year is 1962. The Cuban Missile Crisis has the world on the brink of nuclear war. The Beatles and Rolling Stones gain popularity on the U.K. music scene. Johnny Carson takes over as permanent host of NBC's Tonight Show. Marilyn Monroe dies. Tom Cruise, Rosie O'Donnell, and Jerry Rice are born. The Board of Directors of the American Right of Way Association considers a charter application by a group of workers from Iowa and Nebraska. And the following appeared in a book published by the American Association of State Highway Officials titled Acquisition for Right of Way...

The Professional Right of Way Man

The expansion and acceleration of the highway programs of the various States and the Federal Government have focused national attention upon the acquisition of right-of-way for highway purposes. There has also been a change in the size and type of acquisitions that are necessary for the highways that are to be built under these programs. These factors have accelerated the evolution of the acquisition of right-of-way from a mere vocation to a profession.

The basic premise of any profession is that a body of technical knowledge exist in the subject field. However, the mere performance of certain technical operations within this body of knowledge does not qualify the operator necessarily as a professional man. True professional status requires a knowledge of the theory, the principles and the essential techniques upon which to base a determination of the most expedient method of analyzing and solving the various problems that are encountered.

The necessary body of knowledge has been built up through the years and the present application of this knowledge in the day-to-day acquisition of right-of-way is gaining the desired professional acceptance. It is the duty and responsibility of every man engaged in the acquisition of right-of-way to protect and promote this hard-won professional status.

The modern right-of-way professional must have, or develop, a pleasing personality and the ability to get along with people. He must like his fellow man and enjoy associating with him. He must have the knack of making people enjoy his company and feel secure in the placement of their confidence in his judgment and integrity.

The right-of-way man must maintain good health and a neat personal appearance – a man's personality, to a great extent, is controlled by his physical condition.

The most basic and important characteristic of the right-of-way man is complete honesty and integrity in all of his operations. The very nature of the work of a right-of-way professional necessitates that more confidence and trust be placed on him than on any other employee of the highway organization. He is the sole representative of the highway department that most affected property owners meet face to face, and his organization and its operations are judged by the property owner on his method of operation and his conduct.

(continued on page 3)



Save the date

Our next chapter meeting will be Monday, April 16 at the Urbandale Public Library. We will also learn about what's happening with the Rock Island Clean Line, a 500-mile overhead high voltage transmission line project across Iowa. Lunch is included!

Welcome new members

Sarah Cook (Real Estate Officer – City of Cedar Rapids), **Amy Schirm** (Real Estate Coordinator – City of Cedar Rapids), and **Paul Kleist** (Community & Corridor Representative – Alliance Pipeline, Inc.) are Chapter 41's newest members. Welcome aboard!

Moore is 41's first RWA

Michael Moore (Wind Project Development Manager – Pattern Energy) recently became Chapter 41's first RWA certified member. The RWA (Right of Way Agent) certification is the first step on IRWA's Professional Career Path.

In other Professional Development news, **Shelly Whiteing** (Relocation Assistance Coordinator – Iowa DOT) recently re-certified in R/W-RAC.

How many Nebraskans?

Q: How many Nebraskans does it take to change a light bulb?

Do you have a joke about our colleagues from the other side of Big Muddy? Send it to joe.anderson@dot.iowa.gov. Now is a great time to have some good-natured fun with our friends out west as we countdown to the 50th Anniversary of the chartering of the Iowa-Nebraska Chapter No. 41 of the American Right of Way Association.

A: 81,068. One to change the bulb and 81,067 to yell "GO BIG RED" when the job is done.

Meet David Hingtgen

Chapter 41's Professional of the Year for 2011

David Hingtgen has done it all for Chapter 41. And more.

A member since 1990, David has held every elective office in Chapter 41. He served as the chapter's 36th President in 1998, and is currently Chair of Chapter 41's Utilities Committee.

David has also been active on the region and international levels of IRWA. He is a long-time member of the International Utilities Committee, serving terms as Chair and Vice Chair. He has attended thirteen International Education Conferences and numerous Federal Agency Updates. David has shared his expertise and experience as a presenter at break-out educational sessions at the Annual Conference. He is currently part of a task force charged with developing a utility education course.



Before assuming his current duties as Managing Right of Way Agent and Vice President of Business Development for JCG Land Services in 2005, David was a 33-year employee for Alliant Energy. He began his career with Iowa Electric Light and Power Company (later known as Alliant Energy) as a safety technician, and eventually held positions as Manager of Corporate Real Estate and Manager of Real Estate and Right of Way.

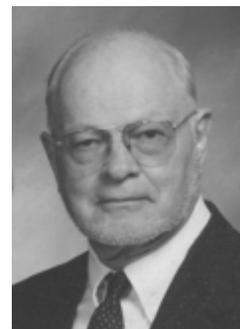
David is a nominee for Region 3 Professional of the Year, which will be chosen at the Region 3 Spring Forum on March 9 in Overland Park, Kansas.

Congratulations, David! And thank you for dedicated service to IRWA and Chapter 41!

James T. Hayes, Jr.

1931-2012

James T. Hayes, Jr, 80, passed away on Wednesday, January 25, 2012, at Kavanagh House Hospice in Des Moines.



Starting in 1956, Jim worked continuously in eminent domain appraisal and acquisition; first for the Iowa Highway Commission, then for Iowa Appraisal and Research Corporation. From 2000 he worked on his own as a Review Appraiser, and then as Chief Appraiser for JCG Land Services. Jim was a charter member of Iowa-Nebraska Chapter No. 41 of the American Right of Way Association. Jim was proud that he trained a number of eminent domain appraisers to keep up the tradition of good, honest work. He was most proud of his good family, good kids, and good grandkids.

The Professional Right of Way Man

(continued from page 1)

He must never become involved in any outside interests or activity that could remotely represent a conflict of interest that would affect his complete loyalty to the organization and to the taxpayers.

The right-of-way professional must accept the fact that he will oftentimes be subjected to great provocation by a property owner; and that even though the owner, in the heat of discussion, might display outbursts of temper or resort to disrespectful language, as a successful right-of-way professional, he must take such rebuffs in stride and handle these difficult situations in a tactful and courteous manner. He must exert maximum patience and understanding and have the ability to place himself in the property owner's position; and while the right-of-way practitioner must develop and exercise outstanding ability as a salesman, he must never allow himself to be classified as a high-pressure "hardsell" salesman.

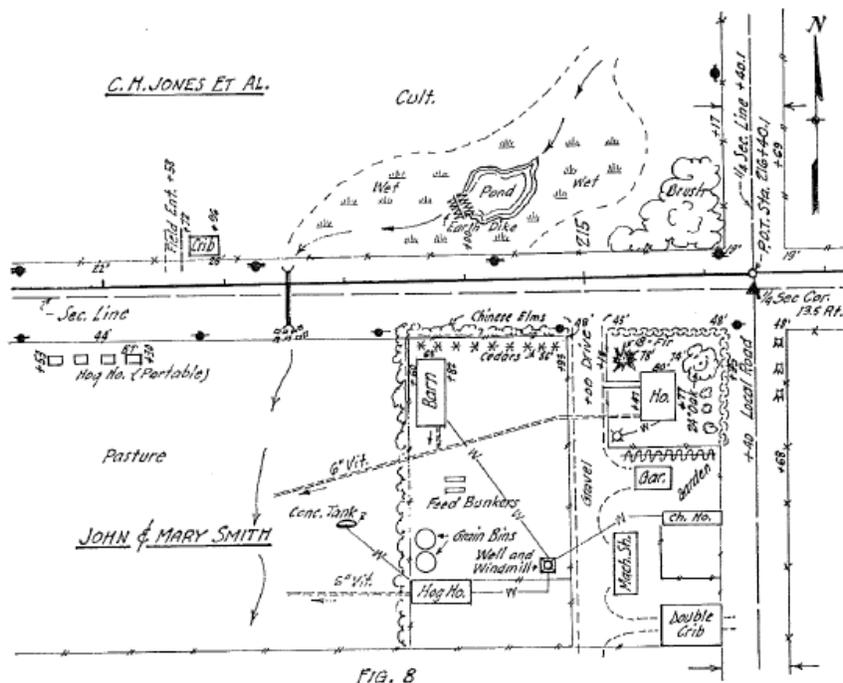
Before he can ever hope to successfully conclude a negotiation, he must develop the ability and knowledge to sell the competence, integrity, judgment and fairness of the highway organization he represents. He must have sufficient knowledge of the overall proposed highway program to fully explain its importance to the community and to the State.

The right-of-way valuation team should not express opinions of value applying to either land damages or improvements to the affected owner. Although they should always try to interview the property owners to secure all of the available factual information, they should keep clearly in mind that their field activities may have a major effect upon the activities of the negotiating team.

The composite structure and operation of the right-of-way man must, at all times, guide him along the straight line of fairness, integrity and competence, and his good judgment should dictate to him that any attempt on his part to acquire the right-of-way at the cheapest possible price can only lead him into a justifiable reputation as a "horse trader".

The end effect of the activities of the State highway right-of-way professional should be that every property owner is paid the fair and just compensation to which he is entitled and that every settlement is also fair to all of the other taxpayers. When this becomes the end result of his negotiations, the right-of-way practitioner has developed the desired qualifications and characteristics that make a professional right-of-way man; and his activities will become a credit to the profession.

Frank C. Balfour
Executive Secretary
American Right of Way Association



Right of Way CAREERS



Right of Way Specialist

Description:

ProSource Technologies, Inc. (ProSource) is accepting resumes from experienced Right of Way Agents, Permitting Agents, Title Agents and Document Specialists for long term and steady pipeline projects in the Central US (TX, IL, MN, MO, AR, MI, OK, and ND).

Candidates must have the experience to: Assist with acquisition of rights in real property full & partial takings, permanent easements, and long term leases; Identify potential sites and establish contact with landowners; Attend preliminary planning & design public meetings to provide acquisition feedback and direction and represent clients; Study, evaluate, and explain project plan and profile drawings and property plats; Prepare requests for title abstracts to determine the parties of interest; Request, review and evaluate property appraisals or comparable sales reports; Negotiate property leases and purchases with property owners Analyze governing body zoning and building codes and complete permit applications; Review signed agreements prepared for client approval; Prepare status reports on a timely basis. It is expected the candidate will periodically undertake other projects. This job requires excellent communication, organizational, supervisory, and management skills; superior attention to detail; ability to take direction and work with limited supervision; and the ability to work well with others including co-workers, representatives of administrative agencies, property owners and members of the general public.

Required Skills:

Real Estate license in one or more of the previously mentioned states REQUIRED before or within a few weeks of starting the position.

Email resume, references, salary requirements and date you could start to jalt@prosourcectech.com. NO PHONE CALLS PLEASE. Affirmative Action Equal Opportunity Employer.

Location:

Central US, Nation-wide

Contact:

Jason Alt
Vice President
jalt@prosourcectech.com



Title Specialist

Description:

ProSource Technologies, Inc. (ProSource) is accepting resumes from experienced title, abstractors, and examiners for long term and steady pipeline projects in MN and ND.

Prior experience running title in this region is preferred. Competitive rates. Both independent and employee positions available. Travel is anticipated. Any resume without the above info will not be considered.

Email resume, references, day rate and date you could start to jalt@prosourcectech.com. No phone calls please.

Affirmative Action Equal Opportunity Employer

Location:

Central US, Nation-wide

Contact:

Jason Alt
Vice President
jalt@prosourcectech.com

Are you searching for qualified right of way professionals to join your team?

Do you want to spread the word about a new employee?

Do you want to recognize a colleague who has achieved a milestone, or earned a promotion?

Put it in Chapter 41 Update!

Send your news to:
joe.anderson@dot.iowa.gov

**“Spirit of the Heartland” – Iowa Chapter 41
Minutes of Business Meeting - January 9, 2012
Niland’s Café - 24 Lincoln Way, Colo, Iowa**

The meeting was called to order at 10:00 AM by President Tim Bunkers.

Introductions of meeting attendees started the business meeting with 26 members in attendance.

Secretary’s Report: The minutes from the September 23, 2011 business meeting held in Cedar Rapids at ITC were reviewed. A reminder the minutes are posted on the IRWA, Chapter 41 website for review prior to the business meeting. A motion was made and seconded to approve the minutes as published.

Old Business:

50th Anniversary 2013: We are planning to hold the 50th Anniversary of our Chapter in conjunction with the Spring Forum in 2013. Don Corrigan, Bernie Banker and Jim Diemer will be compiling the chapter historical memorabilia. Please contact one of them if you have anything to contribute. The Nebraska Chapter is interested in helping plan the event. Another joint meeting with Nebraska will be scheduled in the near future to work on details. Tentative plans are for March or April of 2013 in downtown Des Moines. This event will require volunteers to plan, organize and host the celebration so please contact Tim or Don to let them know how you can help.

Mini Best Practices Session: Tim Bunkers and Ken Wunsch have the information from Rita Rasmussen for the previous seminar. One of the critical first steps is compiling an invitation list for attendees and interested parties. Rita has agreed to chair the mailing list committee. Please contact her if you have access to mailing lists of possible attendees (engineering, Government, Municipalities, etc.) Please let Tim and Ken know if you would like to assist with the event planning.

New Business:

Review Chapter Financials: The Treasurers report was provided and showed a current balance of \$11,469.83. A copy of the report is also available to review in the latest edition of the “Chapter 41 Update”. A motion was made and seconded to approve the Treasurer’s Report as presented.

Chapter President Conference Call: International is offering many online calls, webinars and events to educate and support Chapter Presidents in running meetings, preparing consistent agendas and reports,

and better understanding their responsibilities. The next President Conference Call will be held on January 17, 2012.

Region 3 Spring Forum: The Spring Forum will be held in Overland Park, KS March 8-9, 2012. A tour of the Kansas Speedway and shopping area is planned for March 8th. The forum will be held on Friday, March 9th at the Doubletree. Check out the website for more details. It was decided to pay \$50 to Liz VanZomerem to create a basket for the auction and encourage other attendees to consider bringing an additional item for the auction.

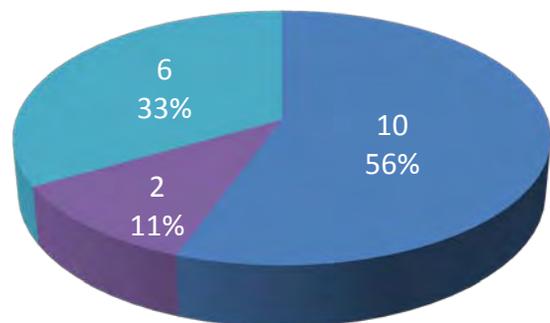
Chapter 41 Professional of the Year: Vicky Kitelinger, Mark Holm and Dave Hingtgen were all nominated for our Chapter Professional of the Year with Dave Hingtgen elected as our Chapter winner. He will now be a nominee for the Region 3 Professional of the Year. Congratulations and Good Luck to Dave! A vote was favorable to pay up to \$250 for expenses for Dave to attend the Forum unless he is employer supported.

(January meeting minutes continued on next page)

Members who attended the January chapter meeting at Niland’s Café in Colo were asked to complete an online survey. There were 18 respondents. The results of the survey are shown below and on the following two pages.

Typically, the best day of the week for me to attend a chapter meeting is...

■ Monday ■ Tuesday ■ Wednesday ■ Thursday ■ Friday



■ 0 ■ 0
0% 0%

(January meeting minutes continued from previous page)

Other: Jim Diemer, Legislative Issues: As a consultant, Jim wanted to address the issue that the State of Iowa requires acquisition consultants to hold a real estate license. He explained how many of the adjacent states have differing requirements and would like to see the State of Iowa change this requirement. Jim thought a possible solution would be an amendment to this law to allow either a real estate license or have your SR/WA designation. He is going to pursue this with local legislators and report back. It was mentioned that International would not be likely to see the State of Iowa change this requirement. Jim thought a possible solution would be an amendment to this law to allow either a real estate license or have your SR/WA designation. He is going to pursue this with local legislators and report back. It was mentioned that International would not be likely to assist with lobbying for a change. Please contact Jim if you would be interested in learning more about this issue or would be interested in assisting him.

Chapter Membership:

Mary Ann Carnock, Membership Chair, reported we currently have 81 members. Currently we have 66 paid memberships or 81% of our chapter has already renewed and paid their dues.

Liz VanZomeran has earned her R/W-NAC certification....Congratulations!

Committee Reports:

Asset Management, James Deppe, Chair: No report.

Audit, Rita Rasmussen, Chair: Audit still to be completed.

Education, Rick Skinner, Chair: Watch for more information about Course 400 being held in Ames, February 29 – March 1st.

Environment, Vacant, Chair: NEED CHAIR

Legislative Review, Vacant, Chair: NEED CHAIR

Local Public Agency, Mike Adams, Chair: No report

Marketing, Tim Bunkers, Chair: No report

Newsletter, Joe Anderson, Chair: Please send any and all ideas for the newsletter to Joe. We are very proud of this newsletter and it deserves a nomination for Newsletter of the Year. Please

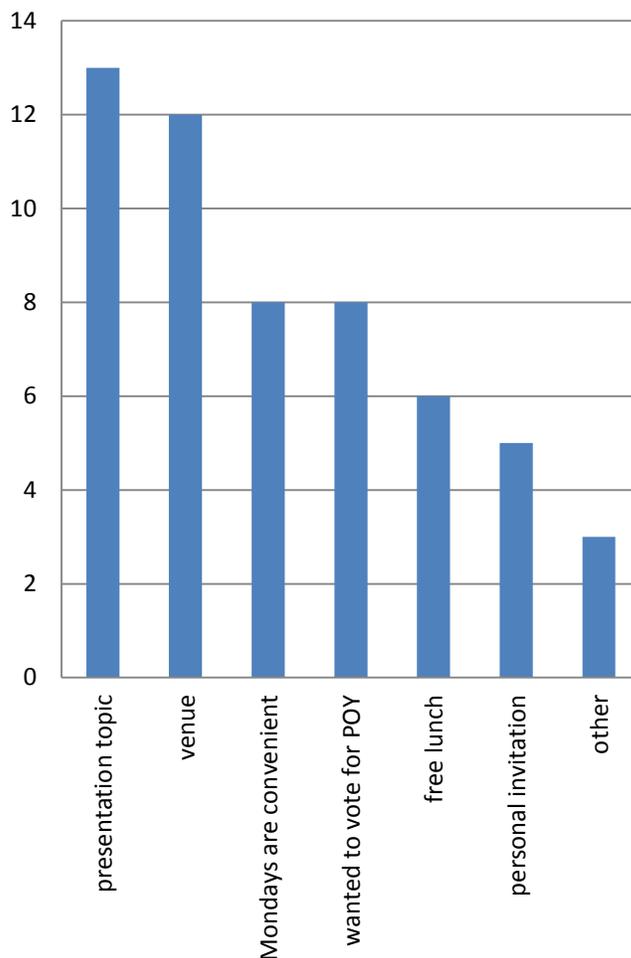
provide Joe any new ideas for the newsletter, including employee anniversaries, promotions, accomplishments, birthdays and milestones.

Nominations/Elections, Mark Holm, Chair: No report.

Professional Development, Joe Anderson, Chair: See page 2 of the newsletter for a roll call of chapter member's accomplishments.

(January meeting minutes continued on next page)

What motivated you to attend our chapter meeting at Niland's Cafe on January 9, 2012? (check all that apply)



(January meeting minutes continued from previous page)

Program, Liz VanZomeren, Chair: Please provide future program ideas/locations to Liz or Tim.

Relocation Assistance, Shelly Whiteing, Chair: No report

Survey, Chad Johnson, Chair: No report

Transportation, Don Corrigan: No report

Utility, Dave Hingtgen, Chair: International is also holding conference calls but at this time there is nothing relevant to report at the Chapter level. There will be a meeting held in Seattle in February to work on the Utility Course.

INEC, Nancy Halvorson: Reiterated the importance of nominating our chapter for small chapter of the year as well as nominating our newsletter for the recognition it deserves. She also reminded the chapter of the W. Howard Armstrong Facilitator of the Year Award as a way of recognizing a facilitator you have enjoyed and the Government Employer of the Year Award. These nominations were due February 5, 2012. Don Corrigan stepped up and will complete the nomination for the newsletter, Tim Bunkers will complete the nomination for Small Chapter of the Year Award and will submit City of Cedar Rapids for Employer of the Year Award.

A suggestion was made by Dave Hingtgen that the Nominations/Elections Committee be responsible for submitting Chapter nominations in the future. A motion was made to expand this committee and add that they are responsible for submitting applications for INEC nominations and awards. The committee includes Tim Bunkers, Don Corrigan, Ryan Gurwell and Mark Holm. Please contact any of these members if you have a nomination for them to pursue in the future.

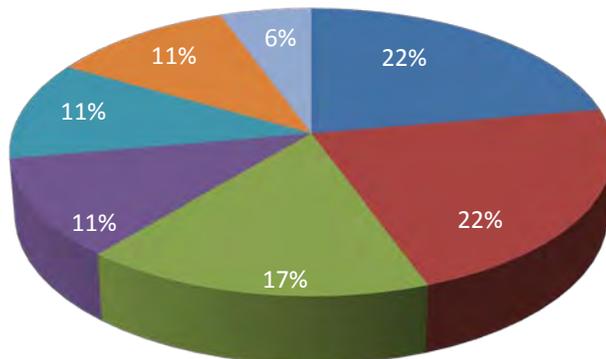
The next Chapter meeting will be Monday, April 16th and will include the nomination of officers. Future meetings were discussed with June 1st as the tentative date for the installation of officers, short business meeting and dinner possibly at Barrata's in Des Moines.

Adjourn: A motion was made and seconded and approved by all to adjourn the meeting at 11:45pm.

Respectfully Submitted,
Amy J. Walter
Secretary

What ONE reason was MOST important in your decision to attend our chapter meeting at Niland's Cafe on January 9, 2012?

- other
- presentation topic
- personal invitation
- free lunch
- venue
- Mondays are convenient
- I wanted to vote for POY



Treasurer's Summary

\$11,469.83 (balance 12/31/11)
 + 0.00 (income)
 - 572.91 (expense)
\$10,896.92 (balance 02/17/12)

A complete and updated Treasurer's Report will be distributed at our next chapter meeting.

Upcoming Events

Chapter 41...Region 3...and beyond

Region 3 Spring Forum
March 8-9, 2012
Overland Park, Kansas

Federal Agency Update
 March 21, 2012
 Washington, DC

SR/WA Study Session & Exam
 March 21-23, 2012
 Lee's Summit, Missouri

Course 501 – Residential Relocation Assistance
 March 27-28, 2012
 Kansas City, Missouri

Course 505 – Advanced Residential Relocation Assistance
 March 29, 2012
 Kansas City, Missouri

Course 900 – Principles of Real Estate Engineering
 March 29-30, 2012
 St. Louis, Missouri

Chapter 41 Quarterly Meeting
April 16, 2012
Urbandale, Iowa

Course 701 – Property/Asset Management: Leasing
 April 23-24, 2012
 Maple Grove, Minnesota

Course 900 – Principles of Real Estate Engineering
 May 1-2, 2012
 Kansas City, Missouri

Course 901 – Engineering Plan Development & Application
 May 3, 2012
 Kansas City, Missouri

Course 902 – Property Descriptions
 May 4, 2012
 Kansas City, Missouri

Course 502 – Business Relocation Assistance
 May 8-9, 2012
 Kansas City, Missouri

Course 506 – Advanced Business Relocation Assistance
 May 10-11, 2012
 Kansas City, Missouri



EDUCATION CONFERENCE
SEATTLE
 JUNE 10-13, 2012

Chapter 41 Directory

Officers for 2011-12

President	<i>Tim Bunkers</i>
President-Elect	<i>Joe Anderson</i>
Secretary	<i>Amy Walter</i>
Treasurer	<i>Mark Holm</i>
Director (one-year)	<i>Tim Bunkers</i>
Director (two-year)	<i>Joe Anderson</i>

Committee Chairs for 2011-12

Asset Management	<i>(vacant)</i>
Audit	<i>Rita Rasmussen</i>
Education	<i>Rick Skinner</i>
Environment	<i>(vacant)</i>
Legislative Review	<i>(vacant)</i>
Local Public Agency	<i>Mike Adams</i>
Marketing	<i>Tim Bunkers</i>
Membership	<i>Mary Ann Carnock</i>
Newsletter	<i>Joe Anderson</i>
Nominations/Elections	<i>Mark Holm</i>
Professional Development	<i>Joe Anderson</i>
Program	<i>Liz Van Zomeren</i>
Relocation Assistance	<i>Shelly Whiteing</i>
Survey	<i>Chad Johnson</i>
Transportation	<i>Don Corrigan</i>
Utilities	<i>David Hingtgen</i>
Valuation	<i>Russ Manternach</i>



2012 REGION 3 SPRING FORUM

March 8 and 9, 2012

Hosted by the Heart of America Chapter 5

Doubletree Hotel 913-451-6100

10100 College Blvd. Overland Park, Kansas 66210



Thursday, March 8

Lunch buffet - 11:30 at the Doubletree

After Lunch

Tim Orrick from the Orrick Law Group will discuss the
Kansas Speedway Property Acquisition Successes and Lessons Learned
After Tim's presentation we will tour the Speedway and Legends

Thursday Evening 6:00 to 9:00 PM at the Doubletree

Chapter 5 Welcome Reception - Basket Raffle - Auction

Don't forget to bring a basket or other item for the auction.

Proceeds go to the IRWA Education Fund.

Friday, March 9

5K Run / Walk on the Beautiful Corporate Woods Trail at 6:30 AM

Region 3 Spring Forum 8:30 AM to 3:00 PM.

Continental breakfast & lunch provided.