



# Badger Chapter 17 Officers



- President .....Ernie Kretschmann
- International Director .....John Rolling, SR/WA
- President Elect .....Richard Dickson
- Secretary .....Beth Massey
- Treasurer .....Doug Hartmann

## Northwest Affiliate Officers

- Chairperson .....Jody Isaacson
- Chairperson-elect .....Laura Humphrey
- Secretary/Treasurer .....Cheri Barna

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## DATES TO REMEMBER

- June 2 Course 410-- Reviewing Appraisals in Eminent Domain  
Best Western Grand Seasons Hotel, aupaca
- June 2 2nd Quarter Executive Board Meeting  
Best Western Grand Seasons Hotel, Waupaca
- June 3 2nd Quarter General Meeting  
Best Western Grand Seasons Hotel, Waupaca
- Aug 31-Sep 1- Course 209-- Negotiating Effectively with a Diverse Clientele  
Ramada Convention Center, Eau Claire
- September 1 3rd Quarter Executive Board Meeting  
Ramada Convention Center, Eau Claire
- September 2 3rd Quarter Joint Chapter/Affiliate Meeting  
Ramada Convention Center, Eau Claire
- October 15-16 Region 5 Fall Forum  
Hillton Garden Inn-- Perrysburg, OH
- October 19 Course 802-- Legal Aspects of Easements  
Country Springs Hotel, Pewaukee
- October 20-21 Course 800- Principles of Real Estate Law  
Country Springs Hotel, Pewaukee
- December 7-8 Course TBD (2 Days)  
Holiday Inn Hotel & Suites, Madison West
- December 8 4th Quarter Executive Board Meeting  
Holiday Inn Hotel & Suites, Madison West
- December 9 4th Quarter General Meeting  
Holiday Inn Hotel & Suites, Madison West

### Chapter 17 Editors for 2010:

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Your comments and contributions are welcome.

**2010 Submittal Deadlines:** Jan. 4, Apr. 5, July 5, Oct. 5

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## President's Message

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### Ernie Kretschmann - President - Chapter 17

During this time of the year we are all forced to think of "the deadline", April 15, the day that we all have to reckon with. For some it is more difficult than others. I'm particularly thinking of the independent contractors, the small businesses, the appraisal, engineering, surveyors and legal professionals who have to deal with the reporting requirements on a larger scale than those of us employed by larger corporations or agencies.

The same concept applies to our chapter. We need to make sure that our organization is on solid footing. One of the ways to do that is to conduct classes that interest our members and help them prepare for their daily work. The other benefit of the classes is the income produced for the Chapter. As I write this we have about 25 members and prospective members at C100 Principles of Land Acquisition. We hope that this class meets their educational needs as well as giving them a glimpse of what Chapter 17 members are like and the networking opportunities available to them through our organization. Our summer schedule of classes also includes "C410 Reviewing Appraisals in Eminent Domain" in Waupaca as well as "C209 Negotiating Effectively with a Diverse Clientele" in Eau Claire.

The International is asking us to make a special effort to recruit members so that our organization maintains its vitality and effectiveness. You know the old saying, "you are either growing or in decline." Well, we want to be growing, meeting the needs of our members and bringing more new skilled professionals into our ranks.

I am asking our Education Chairs, Membership Chair and Officers to make a special effort to reach out to the prospective members that are enrolling in our classes so that they feel that we value their talents and welcome them to join us. In addition, all of us need to support these prospective members and encourage them to join. Invite them to our social hour and to the quarterly meeting. Keep this Chapter "fun and growing."

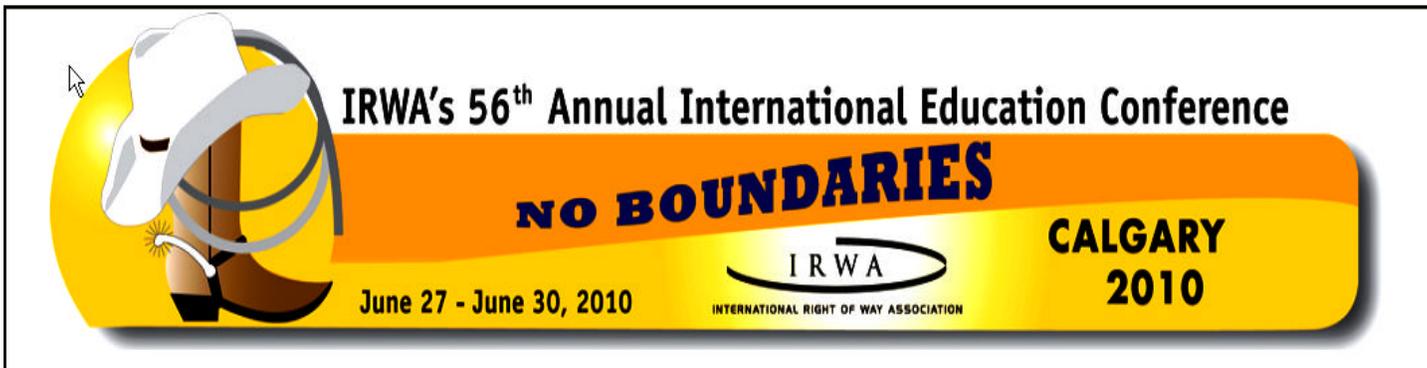
See you in Waupaca.

***Ernie Kretschmann, President***



First Quarter Meeting Attendees Enjoy Lunch and Fellowship

### International Education Conference Calgary, Alberta, Canada June 27-30, 2010



The 2010 education conference promises to be the best ever! 46 educational seminars covering topics from Alternative Energy to Water Boundaries are scheduled. Meeting and greeting will take place at informal receptions and at annual installation banquet. Bring your clubs for one of North America's most-fun golf tournaments, and bring your checkbooks for the annual auction of stuff from all the chapters! Three stand-alone courses (209: Negotiating Effectively with a Diverse Clientele; 804: Skills of Expert Testimony; and 902 :Property Descriptions) will be conducted in the days prior to Sunday's conference opening.

Calgary and the nearby Canadian Rockies are great for your summer vacation too! Several tours will be available to conference attendees and companions.

Conference registrations are being taken now-- go to the International website: [www.irwaonline.org](http://www.irwaonline.org).

### Go To Calgary Meetings - Get Paid for It!

Pursuant to a motion approved by the Executive Board in December 2009, up to 15 chapter members attending the Calgary Education Conference are eligible for reimbursement for up to \$250 in eligible expenses .

Reimbursement can apply to travel, lodging and/or registration expenses not reimbursed by your employer. If you are planning to attend this year's conference and wish to take advantage of this offer, contact Marilyn Smith at 262-567-9832 to reserve a place among the lucky 15!

(This is a reimbursement program; individuals must make their own conference registration and travel arrangements.)



# Chapter News

## Badger Chapter 17 First Quarter Executive Board Meeting Minutes March 3, 2010

**Call to order.** President Kretschmann called meeting to order at 4:45.

**Secretary's report:** Secretary Beth Massey provided the minutes from the previous meeting as published in the Badger Write Away. Mike Halcarz moved, Heidi Fischer second approval of the meeting minutes. Motion passed.

**Treasurer's report:** Treasurer Doug Hartmann outlined the Chapter's financial position. The total of all accounts is \$33,445.28. Signing authority for all accounts has been transferred from Beth Massey to Doug. Ernie requested that future reports include the CD rates and the maturity dates.

### Committee Reports

Advertising and Subscriptions - Marilyn Smith. Marilyn reported that the last round of advertising for the rosters was successful and that everyone has paid for their ads.

Asset Management - Joe Stepnik. No report.

Education - Dawn Neuy, Arlene Buttke, Doug Hartmann. Dawn reported that the Broker's continuing education was held yesterday and today and had approximately 20 attendees. Today was course 804, Skills of Expert Testimony. Scott MacWilliams facilitated the course, which had 19 attendees. Rick Dickson is working on getting certified for the 410 class, which is being offered prior to the quarterly meeting in Waupaca. Twenty people have registered for course 100 which is being offered in April. Ernie encouraged everyone to let the Education co-chairs know if there are courses that are wanted.

Environmental - Gaylord Plummer, SR/WA. No report.

Finance - Joe Farmer. Joe reviewed the books on February 25 and all records were found to be in good order.

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## Badger Chapter 17 First Quarter General Meeting Minutes March 4, 2010

**Call to Order.** President Ernie Kretschmann called the meeting to order at 9:03 a.m. Vice President Rick Dickson led the Pledge of Allegiance.

**Introduction of guests.** The day's presenters were introduced: Dave Brose, P.E., EMCS; John Bever, P.E., Magdalena Kosolovsky, P.E., Matt Kiracofe, and Bob Bokowski, SR/WA, all of We Energies; Barb Mikolajczyk, P.E. and Mike Burow, of American Transmission Company. A number of guests were also introduced: Nicole Iverson and Todd Miller, introduced by Dawn Neuy; Carol Ellis, introduced by Jody Isaacson; Greg Belanger and Teresa McClung, introduced by Norman Pawelczyk; Craig Andersen, introduced by Rick Dickson.

**New Members.** Membership Chair Marla Britton, SR/WA, presented two new members, Steven Lauenstein and Barbara Skibinski, with their membership plaques.

**Secretary's Report:** Beth Massey reported that the minutes were approved as they appeared in the First Quarterly newsletter. She offered a few highlights from the board meeting the previous night. Of note was that any changes to contact information should be provided to both the Chapter and Headquarters. There have been instances where a member has provided information to Headquarters and the information was not shared with the Chapter.

**Treasurer's Report:** Doug Hartmann reported the balances of the CDs and checking/money market accounts.

**Committee Highlights:** Highlights of Committee Reports from the Executive Board meeting were presented by various committee chairs.

**Affiliate Report:** Affiliate Chair Jody Isaacson informed the group that the spring affiliate meeting will be taking place in Spooner on May 13. It will take place at the conference room at the Tommy Thompson State Fish Hatchery. After lunch they will visit the UW-Madison Ag Research Farm. Weather permitting, it will be hayride-type tour through the

*(continued on page 6)*

# Chapter News

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## Executive Board Meeting Minutes - continued from page 5)

**Greeters and Arrangers:** Heidi Fischer. Heidi highlighted a few items from her report. Our June meeting will be held in Waupaca at the Best Western Grand Seasons Hotel and will feature a boat ride for the social event on Wednesday evening. Our 3rd quarter meeting will be held on September 1-2, 2010 at the Ramada Convention Center Hotel in Eau Claire.

**Legislation:** Bob Bokowski. Bob reported that there are two bills regarding survey issues that are making their way through the Legislature. Ernie discussed how, if passed, the bills would change how things are done for some utility companies. Legal descriptions are not necessarily written by surveyors for projects, instead the real estate specialists write the descriptions and seek to make them understandable to the property owner and the general public. Mike Halcarz added that utility companies are not in the business of subdividing property, which is what the legislative bills seem to be looking to regulate, rather, the utility companies are looking to complete their work in a timely and efficient manner.

Marla Britton presented information about an Assembly bill that was passed to require mandatory licensing of real estate appraisers, however, real estate brokers and salespersons were exempt from the requirement. The bill was passed on to the committee level at the Senate. The Senate committee chose not to take up the bill in this session.

**Liaison :** Jason Hogan. No report.

**Membership:** Marla Britton, SR/WA. Marla presented the list of eight new members but doesn't have certificates yet for all of them. Since there have been delays in receiving the certificates from Headquarters in the past, Marla will induct any new members who are present at

*(continued on page 7)*

## Membership Meeting Minutes - continued from page 5)

research area and the dairy sheep facility. She encouraged members to attend if they are interested.

**Region Report:** Before getting to his report, Region Chair Jerry Lund, SR/WA, installed Ernie Kretschmann as the President of the Chapter.

Jerry highlighted items from his report at the Executive Board Meeting:

1. Jerry encouraged anyone who is interested to attend the International Conference in Calgary. He mentioned that the Canadians are well known for their hospitality and that it should be educational and fun.
2. We will be contributing an auction item for the International Education Conference. The Board voted to purchase up to \$350 worth of Harley Davidson merchandise for auction.

**President's Report:** Ernie discussed the recommendation from the Headquarters that chapters change their fiscal year to 7/1/2010 to 6/30/2011 effective 7/1/2010. The Board recommends that the membership approve such a change to our by-laws by vote of the membership. Heidi Fischer made a motion to change the bylaws accordingly and Barb Taves second. Jerry discussed that it would also affect the election schedule - officer terms will run with the fiscal year. The other change is that the International Directors will be the President-elect and President, instead of the President and Past President. Motion passed.

**Upcoming Quarterly Meeting:** June 2-3, Waupaca. Rick Dickson discussed the program for the 2nd Quarterly meeting, to be held at the Best Western Grand Seasons in Waupaca on June 2-3. The program will focus on the reasonableness of access and how DOT determines access during the design process. The Chapter will be looking to get approval for CE credit for appraisers.

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# Chapter News

## Executive Board Meeting Minutes - continued from page 6)

tomorrow's meeting and then mail the certificates when they do arrive.

**Newsletter :** John Rolling, SR/WA. John offered his thanks to Laura Humphrey and Heidi Fischer for their assistance on the newsletter. This is the first time we published electronically only. John suggests that we move to electronic publication for a number of reasons, primarily for the cost savings and because it allows use of full color. Electronic newsletters have become common practice in other industry groups. For those who do not have ready access to email, John is willing to print out 20 hard copies for the quarterly meetings at no charge to the chapter.

**Professional Development :** Jeff Ekola, SR/WA. Jeff reported that Barb Taves has received her SR/WA designation. Jason Hogan's SR/WA designation application has been approved and sent to Headquarters for final approval. Jeff suggested that there be a new ongoing column in the newsletter called "Profiles" that would interview a person or firm that is a member of our chapter.

**Nominations & Special Awards:** John Rolling, SR/WA. No report.

**Past Presidents :** John Rolling, SR/WA. No report.

**Programs and Outreach:** Rick Dickson. Rick and Norman Pawelczyk have been working together on a program that focuses on appraisal review issues which will be part of the program in Waupaca. So far, they have tentatively scheduled John Stockham to discuss reasonableness of access in the after condition and Sue Voight to discuss

*(continued on page 8)*

## Membership Meeting Minutes - continued from page 6)

**Stand-alone events:** On behalf of Lorraine Winchel, Ernie discussed stand alone events. He discussed the possibility of having another outing to the Fireside Dinner. Ticket costs are estimated at \$50/ticket and transportation will be on your own. Lorraine will put it together if there is adequate interest from the membership. Contact Lorraine if you're interested in attending.

**Program Introduction:** President Kretschmann introduced the day's program and thanked presenters for being with us.

**Adjournment:** Meeting was adjourned at 9:45.

Respectfully submitted,  
Beth Massey, Secretary



# Chapter News

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## *Executive Board Meeting Minutes - continued from page 7)*

access issues from a DOT perspective. Another potential program item is the method DOT uses to appraise billboards, with Ron Borree of DOT presenting the majority of the program. Marla suggested submitting the programs to the State Department of Regulation and Licensing for CE credit.

**Relocation :** Don Spenner, SR/WA and Reg Draheim, SR/WA. No report.

**Right of Way Research:** Lorraine Winchel. Lorraine discussed the deadlines for the 2011 Roster. It was agreed that we would order 275 again this year. Mike Halcarz motioned and Rick Dickson seconded that Lorraine order 275. Marilyn Smith said that lighter colors work better for the cover stock. Marla explained that there were some people who updated their information with International but the changes didn't make it in to the roster. Marla said it would be safest if a member were to contact BOTH Marla and International HQ to ensure that their contact information is current for the roster. Lorraine suggested that the Notice to Chapter Members be published in every newsletter so that everyone will know who to contact if their information changes.

**Survey:** Dave Karl. No report.

**Transportation and Railroads:-** Norman Pawelczyk. Norman reported information about the ARRA projects by dollars for 2009 and 2010 construction, and that the state was awarded \$823 million for high speed intracity passenger rail

**Utilities and Pipelines :** Mike Halcarz. No report.

**Valuation :** Norman Pawelczyk. No report. Webmaster - Debra Zimmerman. No report. However, there was a brief discussion from the floor that the website needs to be updated.

**Region Report :** Jerry Lund. Governance - Region chairs will become part of the governing Council at Calgary. Chairs will merge with the IEC to create the IGC, which will give Chairs

equal voting powers for certain Association issues. Most chapters have moved to the July - June FY. When the international directors are elected, they should be elected individually, not in tandem with their governance role in the Chapter. The designation task force is working on looking at various levels of certification. Nothing has been decided yet. Auction item for the International Education Conference - Marla moved that we allocate \$350 to purchase an auction item(s) for the Calgary Conference. Rick Dickson second. Motion passed.

**New Region 5 Secretary:** A new secretary will be elected in Chicago. Brad Kraebel of Chapter 12 - Illinois will be nominated for this position.

**Old business:** Bylaw revisions - potential revisions are ongoing but no action was taken. Stand alone events - 17 of the 50 brewer tickets are currently spoken for. The tickets are on the 3rd base side and are regularly \$65 each, which the chapter is selling for \$45 each. Lorraine needs more volunteers to assist with the tailgate. It was agreed that Lorraine would keep all 50 of the tickets and that if any were unsold, other members would assist in reselling the tickets. Since it is a Cubs game, the prevailing sentiment was that the tickets would sell easily.

**New business:** There is a proposed bylaw revision pending with will accommodate the fiscal year change as requested by International Headquarters and the resulting change in officer terms. The information was published in the newsletter and it was agreed that we will vote on the issue at the general meeting tomorrow. Marla made a motion and Heidi seconded that Ernie's expenses be paid for the International Conference in 2011, since he would have been an international director that year but will not now that it is likely that we will revise the term for future International Directors. Motion passed. Recommendation from John Rolling to distribute chapter newsletter electronically and provide a few copies for members at the

*(continued on page 9)*

# Chapter News

Executive Board Meeting Minutes - continued from page 8)

quarterly meetings. The Board agreed to give the electronic distribution a trial run for this year. Heidi made a motion to stay with Xerlith for printing and mailing the limited number of copies of the newsletter for those members without email, and to continue our electronic storage. Jeff second. Motion passed.

**As proposed from floor:** 2010 Budget and discussion of changes to accounting system (using Quickbooks Online - as provided by International - and no longer using the accounting numbers/classifications that have been historically used) were tabled until the next quarterly meeting.

**Adjourn:** President Kretschmann adjourned the meeting at 6:35 p.m.

**Attending Meetings Pays!**  
*Reminder: September 10, 2003 - Motion passed to establish a Chapter policy stating that any current Chapter 17 member who attends four (4) consecutive Chapter general meetings is eligible to receive a 25% discount on one upcoming IRWA Chapter 17 sponsored education course.*



Our Program Speakers in Panel Discussion at General Meeting March 4



Ernie Kretschmann takes Oath of Office as Badger Chapter 's President 2010-2011



Affiliate Chair  
Jodi Isaacson  
Reports



New Members Sworn in at March 4 Meeting. (L to R) Barbara Skibinski, Steven Lauenstein, Membership Chair Marla Britton, President-Elect Rick Dickson. Welcome Barb & Steve!

Badger  
Write Away

## Spring Forum 2010

Delegates from the Wisconsin, Illinois, Michigan, Indiana, Ohio, Kentucky and West Virginia Chapters met in Chicago on April 16. Attendees traded information and ideas about Chapter development and prepared positions for votes to be taken at the upcoming International meeting. Jerry Lund's term as Region Chair having expired, our new Region Chair is Mary Ann Marr of the Michigan Chapter. Vice-Chair is Jeff Jones, also of the Michigan Chapter. Brad Kraebel (Illinois Chapter) was elected as Region Secretary. The meeting was addressed by Lee Satterfield Hamre, candidate for the International Executive Committee.



Region Reps work through the agenda.



President Kretschman, Affiliate Chair Isaacson, President-Elect Dickson and Retired Region Chair Lund take a break in the Chicago Loop.

## Appraisal Institute Condemnation Seminar.

The Wisconsin Chapter of the Appraisal Institute presents its 7th Annual Condemnation Symposium on May 26, 2010. Topics to be discussed are:

- \* Recent Legal Developments
- \* Current Appraisal Issues
- \* Billboard Takings
- \* Perspectives of the DOT
- \* Damages to Property During Construction-- Compensable?
- \* Subsurface Utilities
- \* Inverse Condemnation: Access

Issues.

The seminar carries 6 hours CEU's for Wisconsin appraisers.

The meeting takes place at 11801 W. Silver Spring Drive, Suite 200, Milwaukee, WI.

Registration begins 9:30 am. The seminar hours are 10 am- 4 pm. Seminar fee (includes lunch and happy hour) is \$115 for AI members, \$140 non-members. For registration, contact Christopher Ruditys at WCAI, 414-271-6858 or [www.wisai.com](http://www.wisai.com).

## American Society of Farm Managers & Rural Appraisers, Wisconsin Chapter, Spring Meeting

WCASFMRMRA holds its Spring meeting on May 19-20 at the Wintergreen Resort in Wisconsin Dells. Program highlights are presentations on the history and status of the Badger Army Ammunition Plant, Analysis of Small Parcel Land Sales Trends, the Wisconsin Working Lands Initiative, and field trips to the International Crane Foundation and to the Wisconsin Dairy Forage Research Center. For registration information, go to the Wisconsin Chapter's website: [www.wcasfmra.org](http://www.wcasfmra.org).

## Chapter News

### ~ MILESTONES and ANNOUNCEMENTS ~

#### PROGRAM SUGGESTIONS AND STAND-ALONE EVENTS

Chapter 17 continually strives to organize quarterly meetings and stand-alone events that are of interest to its members. If you have an idea you would like incorporated in a future program or stand-alone event, please contact:

Quarterly Programs: Rick Dickson

• 715-836-3870 • [richard.dickson@dot.state.wi.us](mailto:richard.dickson@dot.state.wi.us)

Stand-Alone Events: Lorraine Winchel

• 608-246-3825 • [lorraine.winchel@dot.state.wi.us](mailto:lorraine.winchel@dot.state.wi.us)

### Thank You Advertisers!

IRWA Chapter 17 extends its appreciation to all who placed an ad in our 2010 Chapter Directory.

If you are not currently advertising and would like to place an ad in our next directory, please contact: Marilyn Smith, Advertising Chairperson at (262) 567-9832

### Professional Position Opening

#### SENIOR RIGHT OF WAY SPECIALIST

SRF Consulting Group, Inc. is seeking qualified candidates for the position of Sr. Right of Way Specialist in our Minneapolis office. The Sr. Right of Way Specialist will lead and manage right-of-way acquisition projects.

Must have experience with high voltage electric transmission acquisition and also must be a licensed Minnesota real estate agent or have the ability to obtain reciprocity. Must be willing to travel.

In addition to varied and exciting work in a positive atmosphere, we offer competitive salary and benefits, 401(k) and profit sharing. If you want a career with strong growth potential, please send your cover letter, resume, and salary expectations via U.S. Mail to:

Marla Britton  
SRF Consulting Group  
237 Black River Avenue  
Westby, WI 54667

or e-mail to: [jobs@srfconsulting.com](mailto:jobs@srfconsulting.com).

SRF is an Equal Opportunity Employer.

If you would like to find out more about our company please visit our website <http://www.srfconsulting.com>

# Education

## ***COURSE 410: REVIEWING APPRAISALS IN EMINENT DOMAIN WAUPACA, WI - JUNE 2, 2010***

**Course Description:** This course covers the importance and purpose of reviews in the eminent domain process, the types of reviews used in the marketplace, and the common mistakes found in reviews and appraisals. Sample types of reviews will be presented along with required disclosures, certification and limiting conditions. This course will conclude with an actual case study where participants will apply review techniques to a specific problem. As a result of this course, participants will be better equipped to answer the ultimate question, "Do the value conclusions make sense?"

**Who Should Take This Course:** This course is designed for staff appraisers who may be new to the profession, as well as for seasoned appraisers who want to improve the quality of their work. It is highly recommended that participants successfully complete IRWA Course 400 "Principles of Real Estate Appraisal," or equivalent, prior to attending this class.

**Facilitator Richard F. Dickson** is a review appraiser for the Wisconsin Department of Transportation. He has been with WIDOT for the past 16 years and has experience as a State-Wide Appraiser, Property Manager, and Litigation Coordinator. He has been an instructor for IRWA since 1991 and has taught a host of courses, including courses in both the Environmental and the Appraisal series. He has written the DOT Local Public Agency Manual, the Property Management Manual, and the Department's policy for the appraisal of contaminated properties. He has an excellent understanding of how to relate classroom instruction to your daily work needs.

**Continuing Education Credits:** This course has been approved by the Department of Regulation and Licensing for 7 hours continuing education credit for appraisers.

<b>COURSE LOCATION/ACCOMMODATIONS</b>	<b>DATE/TIME</b>	<b>FEE</b>
Best Western Grand Seasons Hotel 110 Grand Seasons Drive Waupaca, WI 54981 Phone: (715) 258-9212	Wednesday June 2, 2010 8 am - 5 pm	\$280.00/Members \$345.00/Non Members

*For additional information, contact Course Coordinator - Dawn Neuy at (414) 944-5753.*

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### **REGISTRATION FORM**

#### ***Course 410 - Reviewing Appraisals in Eminent Domain***

Membership Number \_\_\_\_\_  
Name \_\_\_\_\_  
Title \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_  
Email Address \_\_\_\_\_

Cost: \$280.00 members/ \$345.00 non-members

Please make checks payable to:

**International Right of Way Association**

and mail to: WE Energies

Atten: Dawn Neuy

500 S. 116th Street

West Allis, WI 53214

Check for \$\_\_\_\_\_ is enclosed.

**Course 209: Negotiating Effectively with a Diverse Clientele  
Eau Claire, WI -- August 31-September 1, 2010**

**COURSE DESCRIPTION:** The objective of this course is to explore the dynamics for negotiating with a diverse clientele - the process, challenges and opportunities involved; the roots of misinterpretations that cause cultural collisions due to the dynamics of communication, behavioral prescriptions, assumptions, perceptions, values, reasoning styles, attitudes, language, social relations, ambiguity, orientations and patterns, formality, emotion; ethnocentrism; and to gain awareness of different negotiation styles/maximize one's personal negotiating power and effectiveness. Participants in this course will increase their cultural awareness and sensitivity; learn intercultural communication skills for resolving conflicts; and will be exposed to collaborative negotiation for reaching mutually satisfying agreements with people of diverse backgrounds.

Topics include:

- \* Intercultural negotiations
- \* Building relationships across cultures
- \* Cultural dimensions comparison
- \* Descriptive vs. interpretive statements
- \* Intercultural competence
- \* Intercultural communications
- \* Language and culture
- \* Dimensions of diversity

**RECOMMENDED MATERIALS:** "Successful Communication and Negotiation" and Course Textbook

**WHO SHOULD TAKE THIS COURSE:** Individuals who wish to increase their intercultural negotiation competence.

**FACILITATOR: Deanna Loewenhagen, SR/WA:** Deanna has twenty- four years experience in negotiations, lands management and relocation in both the public and private sectors. She was the lead Relocation Specialist with Wisconsin Department of Commerce in Madison charged with regulating public agencies engaged in acquisition/relocation activities and to mediate/ negotiate disputes between agencies and displaced persons and relocation training facilitator for the Wisconsin Department of Transportation, Bureau of Highway Real Estate. She is a member of the Wisconsin Association of Mediators. Selected as the Badger Chapter 17's "Professional of the Year" in 2002, Deanna is an authorized instructor of the International Right of Way Association in the disciplines of negotiations and relocation. **COURSE**

<b>LOCATION/ACCOMMODATIONS</b>	<b>DATE/TIME</b>	<b>FEE</b>	<b>BY 8/3</b>	<b>AFTER 8/3</b>
Ramada Inn Convention Center	Tuesday & Wednesday	Members	\$415	\$430
205 S. Barstow Street	Aug 31-Sept 1, 2010	Non Members	\$520	\$535
Eau Claire, WI 54701	8 am - 5 pm			

Phone: (715) 835-6121

*For additional information, contact Course Coordinator - Arlene Buttke at (414) 221-2718*

**REGISTRATION FORM**

*Course 209-- Negotiating Effectively with a Diverse Clientele*

Membership Number \_\_\_\_\_  
 Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Email Address \_\_\_\_\_

Cost: Members \$415 by 8/3, \$430 after 8/3  
 Non-members \$520/\$535  
 Check Payable to:  
 International Right of Way Association  
 Mail We Energies, Attn Arlene Buttke  
 231 W. Michigan Street, A252  
 Milwaukee, WI 53203  
 Check for \$\_\_\_\_\_ is enclosed.

# Education

## **COURSE 506: ADVANCED BUSINESS RELOCATION ASSISTANCE MADISON, WI - DECEMBER 7-8, 2010**

**Course Description:** A pre-assessment of the participants' knowledge is followed with case study analysis of complex business relocation issues that require a thorough understanding of the relocation process and the Uniform Act. A detailed analysis of each case study is provided so participants understand the lead agency's theory behind its interpretation of the situation. Facts are applied in order to stimulate a relocation that is consistent with the intent of the Uniform Act. Topics are:

- |                                     |   |
|-------------------------------------|---|
| Loss of Tangible Personal Property  | Substitute Personal Property                |
| Re-establishment Expenses           | Owner-Related Expenses                      |
| Advanced Business Relocation Theory | Adapting Utilities to Machinery & Equipment |
| Fixed Payments                      |   |

**Who Should Take This Course:** This course is designed for experienced right of way professionals who are in the field of relocation assistance. It is highly recommended that participants have completed IRWA Course 502 "Business Relocation" and have a minimum of two years field experience performing relocation assistance before attending this class.

**Facilitator Reginald H. Draheim, SR/WA, R/W AC** graduated from the University of Wisconsin-Madison and is the owner of Draheim Company, Inc. in Green Bay, Wisconsin, a consulting firm providing relocation assistance, negotiation and appraisal services to public agencies since 1980. His previous experience includes 16 years with the Wisconsin Department of Transportation. Properties he has worked on as relocation specialist, negotiator and appraiser include residences, farms, commercial, industrial and special use properties. Mr. Draheim is an authorized instructor for the International Right of Way Association in relocation, negotiation, appraisal and ethics. He has been a regular speaker for the annual International Education Seminars and the Uniform Act Symposiums.

<b>COURSE LOCATION/ACCOMMODATIONS</b>	<b>DATE/TIME</b>	<b>FEE</b>
Holiday Inn West	Tues-Weds	Members registered by 11/9 = \$415
1109 Fourier Drive	12/7-12/8/2010	Members after 11/9 = \$430
Madison, WI 53717	8 am - 5 pm	Non-members by 11/9 = \$520
Phone: (888) 897-0084		Non-members after 11/9 = \$535

Hotel Rate: \$70 single/\$80 double + Tax

*For additional information, contact Course Coordinator - Dawn Neuy at (414) 944-5753.*

### **REGISTRATION FORM**

Membership Number \_\_\_\_\_  
Name \_\_\_\_\_  
Title \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_  
Email Address \_\_\_\_\_

Cost: Members \$415 by 11/9, \$430 after 11/9  
Non-members \$520/\$535  
Check Payable to:  
International Right of Way Association  
Mail We Energies, Attn Dawn Neuy  
500 S. 116th Street  
West Allis, WI 53214  
Check for \$\_\_\_\_\_ is enclosed.

# General Information

## CHAPTER 17 WEBSITE:

<http://www.irwabadgerchapter.com>

## INTERNATIONAL INTERNET ADDRESS:

<http://www.irwaonline.org>

## EMPLOYMENT OPPORTUNITIES

To find out about current employment opportunities, please use the IRWA internet address. Employers and employees can post job openings and resumes on the web by calling/faxing IRWA headquarters at: Phone (310) 538-0233 ext. 127; Fax (310) 538-1471.

## MILESTONES

A special category called MILESTONES notifies members about news relating to other members. Anyone may submit announcements to the editor. Suggested announcements may include:

- Job Changes
- Promotions
- Retirements

## MEMBERSHIP APPLICATION

For membership application or information, contact Membership Committee Chair:

Marla L. Britton, SR/WA  
Clement Sutton Corporation  
237 Black River Avenue  
Westby, WI 54667  
Phone: 608.632.0261  
[prefrd@mwt.net](mailto:prefrd@mwt.net)

## NOTICE POLICY

Free notices may be placed in the newsletter subject to the following conditions:

- Notices must benefit members and may include job or meeting announcements or any IRWA-related information.
- All notices are subject to the editor's discretion on content and length.
- Notices may also be handed out at quarterly meetings if they are of benefit to others.

### Roster Change

#### ROSTER CHANGE FORM IRWA BADGER CHAPTER 17

My Roster Listing Should Read As Follows:

Name \_\_\_\_\_

Company/Organization \_\_\_\_\_

Title \_\_\_\_\_

Address (newsletter) \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone: \_\_\_\_\_

Business ( ) \_\_\_\_\_

Residence ( ) \_\_\_\_\_

Fax ( ) \_\_\_\_\_

E-mail: \_\_\_\_\_

Return to Membership Committee Chair:  
Marla L. Britton, SR/WA, Clement Sutton Corporation  
237 Black River Avenue, Westby, WI 54667

### Registration

#### Registration Form Badger Chapter 17 - 2nd Quarter General Meeting June 3, 2010

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_

Registration Fee: *(includes continental breakfast and lunch)*

Registration by Mail: \$25 per person

Registration at the Door: \$35 per person

Check Enclosed in the amount of \$ \_\_\_\_\_

Make Checks Payable to: **Badger Chapter 17**

Mail registration and check prior to May 25, 2010, to:

*Heidi Fischer  
City of Madison  
Office of Real Estate Services  
P.O. Box 2983  
Madison, WI 53701-2983*

Cancellation Policy: Full refund will be given with written notice of cancellation prior to May 25, 2010

**NOTICE:** *The Executive Board will meet at 4:30 p.m. - 6:00 p.m. on Wednesday, June 2, 2010.*

*All committee chairs are encouraged to attend and/or send a written report.*

*We need your input and ideas to maintain a successful chapter.*

# Badger Write Away

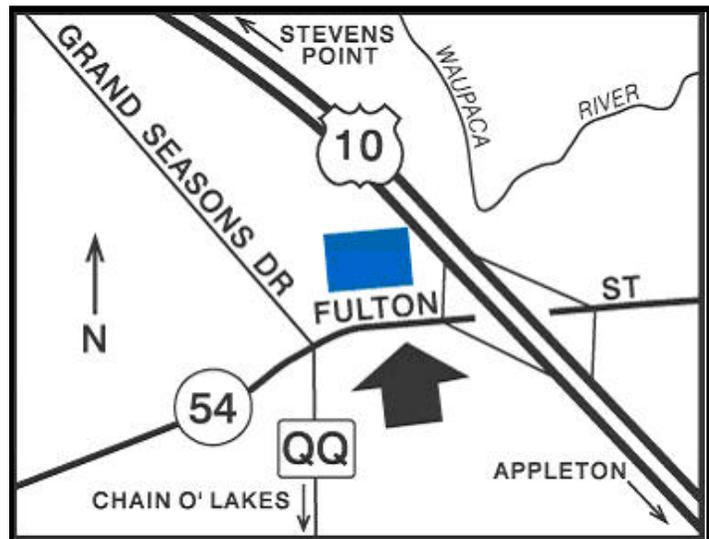
International Right of Way Association  
Badger Chapter 17  
c/o John Rolling  
Rolling & Co. LLC  
222 N. Midvale Blvd., Suite 22  
Madison, WI 53705

**Best Western  
Grand Seasons Hotel**  
110 Grand Seasons Drive  
Waupaca, WI 54981

**Reservations:**  
Phone No.: 1-715-258-9212  
Toll free: 1-880-1054

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

Room Block Expires 5/25-- Call Now



## Directions From:

- Green Bay: USH 41 South to USH10 West to STH 54 West.
- Milwaukee: USH 45 North to USH 41 North to USH 10 West to STH 54 West.
- Madison: I-39 North to STH 54 to Grand Seasons Drive.
- Minneapolis: Hwy I-94 East to STH 29 East to I-39 South to USH 10 East to STH 54.

If you stay, Register IRWA!