

Badger Write Away

<http://www.irwabadgerchapter.com>



Issue 207

September 2010

September 1-2, 2010

3rd Quarter Chapter Meeting
Ramada Convention Center

Eau Claire

Thursday, September 2 Program

The St. Croix River Crossing Project : Environmental and Economic Issues in a Public Improvement Project

This program has been approved for 4 hours of continuing education credit for SR/WA recertification requirements. We have applied to Wisconsin DRL for 4 hours of CE credit for Wisconsin Certified or Licensed Appraisers.

10:00 am to 12:00 pm

Challenges in Route Design

Presenters: Paul Conlin, P.E., Engineering Supervisor, and Terry Pederson, P.E., Project Engineer, Wisconsin Department of Transportation

Paul and Terry will provide an overview of the project. The focus of the project is to eliminate a bottleneck at the Stillwater Lift Bridge, which links Minnesota Highway 36 with Wisconsin 35/64 over the St. Croix River. The bridge and its approach roads are increasingly overwhelmed as urban impacts from the Twin Cities have spread to the Wisconsin side of the river. The project is complicated in that the bridge, constructed in 1931 with some groundbreaking engineering features, is a National Register of Historic Places property and in that this segment of the river is designated a Wild and Scenic River based on a combination of natural, historic and scenic resources. Preservation of these unique environmental features required creative design solutions.

Lunch: 12:00 pm - 1:00 pm

1:00 pm - 3:00 pm

Economic Change and Valuation Issues

Presenter: James Norby, M.A.I. J.C. Norby & Associates, Eau Claire

Jim performed the appraisals needed for WisDOT's acquisition of real estate for the new bridge and roadways on the STH 35/64 project. Jim will discuss change in the region's real estate market as northwest Wisconsin becomes increasingly tied to the Twin Cities economy and he will share his experiences in appraising some high value riverfront properties involved in the bridge and road improvement project.

3:00 pm

Raffle Drawing and Adjournment



ST. CROIX RIVER CROSSING PROJECT

3RD QUARTER MEETING AGENDA

Tuesday August 31 ~ Training

8:00 a.m. - 5:00 p.m. Course 209-- *Negotiating with a Diverse Clientele*

Wednesday, September 1 Training and Board Meeting

8:00 a.m. - 5:00 p.m. Course 209 - Continued
4:30 p.m.-6:00 p.m. 3rd Quarter Executive Board Meeting
6:30 p.m.-8:00 p.m. Social Event- Ramada Hotel Bar

Thursday, September 2 ~ Chapter General Meeting

8:00 a.m.- 9:00 a.m. Registration - Rolls & Coffee
Fees: Pre-register (\$25) at Door (\$35)
9:00 a.m. - 9:45 a.m. Chapter General Meeting
9:45 a.m. - 10:00 a.m. Networking
10:00 a.m. - 12:00 p.m. Morning Program
12:00 p.m.- 1:00 p.m. Lunch
1:00 p.m. - 3:00 p.m. Afternoon Program

If you stay, Register IRWA

Ramada Convention Center

205 South Barstow Street
Eau Claire, WI 54701

Phone: 715-835-6121 Fax: 715-835-3592

www.ramadaeauclaire.com

A block of rooms has been reserved for
August 30 - September 1.
(\$65 for single/double)



Badger Chapter 17 Officers

President	Ernie Kretschmann
President Elect	Richard Dickson
Secretary	Beth Massey
Treasurer	Doug Hartmann

Northwest Affiliate Officers

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

Badger Write Away is published quarterly as a service to IRWA Chapter 17's members. The publication of an article, opinion or advertisement does not constitute an endorsement by the IRWA or Chapter 17. The IRWA and Chapter 17 expressly disclaim responsibility for the contents or accuracy of any article, opinion or advertisement expressed or published herein.

Chapter 17 Editors for 2010:

John Rolling and Heidi Fischer

Your comments and contributions are welcome. Send to:

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Submittal Deadlines: Jan. 15, Apr. 15, July 15, Oct. 15

Layout: Heidi Fischer
Printing: Xer-Lith Printing, Madison

DATES TO REMEMBER

Aug. 31-Sept. 1	Course 209-- <i>Negotiating Effectively with a Diverse Clientele</i> 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-- <i>Legal Aspects of Easements</i> Country Springs Hotel, Pewaukee
October 20-21	Course 800- <i>Principles of Real Estate Law</i> Country Springs Hotel, Pewaukee
November 11-12	Course 400-- <i>Principles of R.E. Appraisal</i> Plaza Hotel, Johnson Creek
December 7-8	Course 506-- <i>Advanced Business Relocation Assistance</i> 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

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President's Message



Ernie Kretschmann - President - Chapter 17

It is appropriate that we look back at the recently completed Annual IRWA International Education Conference for direction and focus on some of the issues that have come to the forefront.

Sandy Grigg, the outgoing International President, made some important points during his presentation at the opening ceremonies that were re-emphasized a number of times over the next few days.

Sandy started his comments by focusing on what it takes to be seen as the "go to guy" in the acquisition process. We walk a fine line between the party we represent and those from whom we acquiring rights for our projects. We are not technicians, we are listeners and problem solvers. The parties we represent and those we negotiate with are both best served when we use our experience and skills to put the needs of both parties on the table and find a way to make most of the issues go away. As you work to resolve issues with a mutually acceptable result, the level of trust that is developed may lead to the resolution of the larger issues.

Members of the IRWA are seen as the experts in the field of Right of Way. Our continuing emphasis on training and development will help to keep us in high esteem. We in Chapter 17 have opportunities to take in courses that will enhance the skills of newer right of way professionals as well as meet the needs of the SR/WA who need to take additional classes to attain and maintain their designations. Congratulations to Barb Taves and Jason Hogan for recently obtaining their SR/WA designations. Congratulations also to Tom Erstad and Bob Herald on the recertification of their SR/WA designations through 2015.

The right of way career path that is being developed by the international will assist new right of way agents as they progress from beginner to Associate R/W agent to Right of Way Professional to SR/WA. Our education coordinators will have to schedule classes to meet the needs of our members and prospective members so that they can progress from one level to the next and achieve the level appropriate for their jobs and their goals within the right of way field.

Talking about new members, we need to remember that the future leaders of our industry and our Chapter are conveniently disguised as young members. The job at hand for some of us more "seasoned" members is to take on the role of mentor for these folks to prepare them for the time that they will assume the role of leaders.

The new tag line for the IRWA "Learn, Lead, Advance" should be our guide as we continue on our journey as right of way professionals.

Have a great summer and see all of you in Eau Claire in September.

International News

International Education Conference 2010 Calgary, Alberta, Canada

Over 900 members and guests from the US, Canada and our affiliates in South Africa, Japan and the UK met in Calgary, Alberta June 27-30, 2010.

Participants took advantage of several educational and networking opportunities. A golf tournament and an auction raised over \$20,000 for education improvements.

Delegates made decisions on:

- A new “career path” program to recognize professional career development with four levels of certification stepped by experience and education.
- Use of IRWA credentials.
- Reorganization of officerships within the International Executive Committee.
- Election of Lee Satterfield Hamre to the International Executive Committee.
- San Diego, California chosen as the host for the 2015 conference.

Badger Chapter 17 members Ernie Kretschmann, Jerry Lund, Don Marx, John Rolling and Barb Taves attended the conference.



Ernie Kretschmann and Jerry Lund cast ballots at the Board of Directors meeting on 6/30/2010.



Installation Banquet 6/30/10. From left to right, Sue and Don Marx, Jerry Lund, Barb Taves, Cindy and John Rolling, Lori and Ernie Kretschmann



Barb Taves walks across the stage at the annual breakfast honoring new SR/WA's.

CAUCUS AT THE CONFERENCE

Members from the Wisconsin, Michigan, Illinois, Indiana, Ohio, West Virginia and Kentucky chapters met as the Region 5 caucus at the Calgary International Education Conference on June 27. The Region discussed the several proposals to voted on by the Board of Directors and installed its new officers, Region Chair Mary Anne Marr (Michigan), Vice-Chair Jeff Jones (Michigan) and Secretary-Treasurer Brad Krabel (Illinois). Outgoing Chair Jerry Lund was thanked for his outstanding service to the Region over the past six years.



Region 5 Attendees at the Calgary Conference

REGION 5 FALL FORUM

The 2010 Fall Forum will be hosted by Ohio Chapter 13. The dates are October 15-16. A hospitality room will open Friday evening. The business meeting will take place Saturday beginning 8 am.

The venue is the Hilton Garden Inn, 6165 Levis Commons Boulevard, in Perrysburg, Ohio 43551. This location is just off I-475 near Toledo. A block of rooms at \$124/night will be held until 9/17/2010. Call 419-873-0700 for reservations.

Registrations for the Forum (fee \$60 includes Friday's hospitality room and Saturday's lunch) can be made through the Region website: www.irwaregion5.org.



International Directors from the Region 5 Chapters meet to vote on IRWA business affairs in Calgary 6/30/10.

Chapter News

Badger Chapter 17 Second Quarter Executive Board Meeting Minutes June 2, 2010

President Kretschmann called the meeting to order at 4:39 p.m.

Official Reports

Secretary's report: Secretary Beth Massey presented the minutes for the 1st Quarterly Executive Board Meeting and the General Meeting as published in the June issue of the Badger Right Away newsletter. Motion to approve by Rick Dickson with second Marla Britton, SR/WA. Motion carried.

Treasurer's report: Treasurer Doug Hartmann presented the treasurer's report. The total of all accounts is \$35,349.78. Since the last meeting, he closed the Associated Bank Money Market account because the balance was than the minimum balance of \$10k and therefore we were being charged \$20/month. Motion to approve by John Rolling, SR/WA, with second by Barb Taves, SR/WA. Motion carried.

Committee Reports

Advertising & Subscriptions - Marilyn Smith
October 10 is the deadline for submitting roster ads to printer. To accommodate this schedule, the deadline for advertising and changes to the roster will be in early to mid-September.

Asset Management - Joe Stepnik
No report.

Education - Doug Hartmann/Dawn Neuy/Arlene Buttke
Dawn reported on the state of education. Today's course, 410 - Reviewing Appraisals in Eminent Domain, had 31 pre-registrants and 5 day-of registrants for a total of 36. Dawn mentioned that course 400 or 421 may be presented at the end of the year, by DOT request. Marla Britton, SR/WA, presented information about an upcoming utility seminar. On August 23 and 24 - the Minnesota chapter is hosting a conference in Stillwater. Marla will forward additional information as it becomes available.

Badger Chapter 17 Second Quarter General Meeting Minutes June 3, 2010

President Ernie Kretschmann called the meeting to order at 9:05.

Vice President Rick Dickson led the membership in the Pledge of Allegiance.

Introduction of guests: Dave Steiro introduced John Barnack of Steiro Appraisals. Rick Dickson introduced Sue Voight, WisDOT. Ron Polacek, SR/WA, introduced Ron Borree, WisDOT.

Membership Chair Marla Britton, SR/WA, and Vice President Rick Dickson inducted two new members. The group welcomed Kathy Curran of WisDOT (NE Region - Green Bay) and Alyssa Britton of SRF Consulting, Inc.

Official Reports

Secretary Beth Massey announced that the meeting minutes for the 1st Quarter Executive Board Meeting and General Meeting were approved as published in the June issue of the Badger Right Away. Secretary Massey also highlighted a few items from the Executive Board meeting from June 1:

The "drop dead" date for submitting the finalized roster to the printer is October 10. Therefore, deadlines for corrections to roster information, which should be submitted to Lorraine Winchel, and for advertising, which should be submitted to Marilyn Smith, will be in early to mid-September. Specific deadlines will be shared when they become available. When the time comes, please get your information to Lorraine and Marilyn prior to the deadlines. This will make their jobs much easier.

Heidi Fischer will be joining John Rolling, SR/WA, as co-editor of the Badger Right Away. Heidi will focus on layout and production and John will focus on content.

The chapter increased our donation to the RWIEF to \$2,000 (up from \$1,000 last year). The affiliate presented a check to President Kretschmann for \$500 from the affiliate. In addition, the chapter's contribution of Harley accessories to

Chapter News

Executive Board Meeting Minutes - continued from page 6)

Environment - Gaylord Plummer, SR/WA

At the International level, a review of courses 100 and 407, and a rewrite of textbook chapter 14 is underway. International is looking for comments. If anyone is interested in looking at it for review/commenting, talk to Gaylord, he has copies or can forward a link. Martin Law News - Gaylord discussed an email newsletter that he gets - it is free to sign up. R/W Environmental designation - this will be discussed at the International Education Conference, and Gaylord has this information available for review. Rick Dickson, who is on the International Environmental Committee, has offered to review Course 217 - Appraising Contaminated Properties, which Orell Anderson has rewritten. The first class is slated for July or August. Rick also touched briefly on the emergence of the environmental impacts of invasive species on right of way. NR 40 is a new DNR regulation that pertains to invasive species control.

Finance - Joe Farmer

No report

Greeters & Arrangers - Heidi Fischer

The 3rd Quarterly meeting is scheduled to be held in Eau Claire at the Ramada Convention Center. The 4th Quarterly meeting will be in Madison at the Holiday Inn Hotel and Suites on the west side. No arrangements have been made yet for the first part of 2011. Heidi informed the group that the manager at Bridgeport in Neenah, where we customarily have had our 1st Quarterly Meeting, has been asking the chapter to consider having a meeting in June to take advantage of the golf course and other outdoor amenities (outdoor patio for cookouts, etc). The membership indicated an interest in pursuing this with Bridgewood.

Legislation - Bob Bokowski, SR/WA

Bob offered a summary of three legislative issues:

SB 507 passed as Act 314,

SB 587 passed as Act 348,

SB 615 passed as Act 379.

Additional information on these acts can be found by entering the Act number in the search field at

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Membership Meeting Minutes - continued from page 6)

the silent auction will be in support of the education foundation.

Treasurer Doug Hartmann presented the balances of the checking accounts and CDs. The total of all accounts is \$35,349.78.

Committee Report Highlights

Education Co-chair Dawn Neuy gave highlights of recent and future courses and asked the membership for input on potential future courses:

Recent courses: Course 100 was held in Johnson Creek and had 26 attendees; Course 410 was presented in Waupaca and had 36 attendees.

Upcoming courses: In conjunction with the 3rd Quarterly Meeting in Eau Claire, Course 209 - Negotiating Effectively with a Diverse Clientele will be presented. In October, Course 802 - Legal Aspects of Easements, and Course 800 - Principles of Real Estate Law will be held at the Country Springs Hotel in Pewaukee. In conjunction with the 4th Quarterly Meeting in Madison, Course 506 - Advanced Business Relocation will be presented.

Possible courses for 2011 - considering either Course 400 - Principles of Appraisal or Course 421 - Appraisal of Partial Acquisitions in October or November; if any member has a particular interest in one course over the other, please contact Dawn to express your interest.

President Kretschmann encouraged members to register early for courses so that the course coordinators are able to provide enough course materials for everyone.

Membership Chair Marla Britton, SR/WA, presented information about the 2-day utility seminar offered by the Minnesota IRWA in Stillwater, MN in August 23-24. The main focus will be on the CapX 2020 project. CapX 2020 is a 345kV line that will run from Brookings County, SD, to a new substation south of St. Paul, from there it will cross the Mississippi River into Wisconsin near Alma and continue on to the LaCrosse area. More information will be provided as it becomes available.

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<http://nxt.legis.state.wi.us/>. As a note, you may have to scroll through the search results to find the referenced Act.

Liaison - Jason Hogan, SR/WA

Meeting minutes will be submitted after the upcoming meeting.

Membership - Marla Britton, SR/WA

Marla is still having difficulty in getting certificates from HQ. John Rolling suggested that Ernie take this up at the International Conference. In a separate issue, if any members have misplaced their name tag, they should contact Marla for a new name tag.

Newsletter - John Rolling, SR/WA/Heidi Fischer

Heidi has offered to join John as co-editor of the newsletter. Heidi will work on layout and production and John will see to content. 20 copies of the newsletter were produced in full color at a cost of \$125. John was able to obtain email addresses for 8 of the 11 members who didn't have published email addresses. Hard copies will be sent to the other 3 members, and to others by request, if they are unable to access the electronic version. It was noted that three copies of each newsletter should be saved for submittal to International for Newsletter of the Year. John asked for permission to get the newer version of the software, which can be installed on two computers for \$299. Marla Britton, SR/WA, moved that the chapter give John permission to purchase the next version of QuarkXPress with Gaylord Plummer, SR/WA, second. Motion carried.

Nominations & Special Awards - John Rolling, PHD, SR/WA

With the change to the new fiscal year, there has been some discussion as to whether the awards for employer of the year and professional of the year should be moved also. Generally, these awards are presented in December. John asked that the awards remain to be given in December of each year. Gaylord Plummer, SR/WA, moved that the awards continue to be given at the calendar year-end with Mike Halcarz second. Motion carried.

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Affiliate Report

Barb Taves, SR/WA, filled in for Affiliate Chair Jody Isaacson. The affiliate had annual meeting in Spooner, which featured a presentation about invasive species. Barb reported that the Affiliate membership has been discussing the possibility of dissolving the affiliate. There are pros and cons to either keeping the affiliate or discontinuing it. A memo was presented at the Executive Board meeting presenting the possible options for moving forward. Additional discussion will take place in Eau Claire in fall.

Region Report

Region Chair Jerry Lund, SR/WA, presented the Region report. The Spring Forum was held in Chicago in April. New Regional officers were elected: Mary Ann Marr, Chair; Jeff Jones, Vice Chair, and Brad Krabel, Secretary/Treasurer. Jerry encouraged any members who would be interested in serving in the Region governance to contact him. It is a six-year progression, and although it can be time-consuming, it is also very rewarding. Region Chairs have been added to the IGC, which will give Regions more input in to the overall governance of the IRWA as a whole. On the International front, Terry Gamble and Lee Satterfield-Hamre are running for one open spot on the IEC. Lastly, career path certifications were discussed and finalized, which will give members more options for certification prior to receiving their SR/WA.

President Kretschmann announced that the 3rd Quarter meeting will be in Eau Claire at the Ramada Convention Center.

Other issues - Jeff Ekola announced that Jason Hogan has received his SR/WA designation.

Rick Dickson introduced today's program "Difficult Appraisal Issues, such as Billboards and Value of Access Rights." Ron Borree will be speaking about the appraisal of billboards. Sue Voight will discuss access control topics. For the afternoon, John Stockham will discuss reasonable access. Finally, JC Johnson, will present information on appraising changes in access.

President Kretschmann adjourned the meeting at 9:34.

Respectfully submitted,
Beth Massey, Secretary

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Past Presidents - John Rolling, PHD, SR/WA

John corrected that the assumption that a special motion would be required for President Kretschmann's expenses would not be necessary since Ernie will still technically be an international director for the International Education Conference in June 2011.

Professional Development - Jeff Ekola, SR/WA

Jeff reported that congratulations are in order to Bob Herald, SR/WA and Tom Erstad, SR/WA! Both Bob and Tom recently completed their five year recertification requirements to maintain their designations in good standing. They are "good-to-go" for another five years.

Programs & Outreach - Rick Dickson

Rick discussed a few possible topics for upcoming programs. One potential topic would cover the appraisal process used for pipelines - not only energy-based corridors but other public infrastructure (MMSD project, for example). Also, a discussion of Act 112, which concerns the ability of the owner of improvements that become legal non-conforming (in our case due to eminent domain acquisition) to rebuild on the existing pad and not have to move the pad back to conforming status. A third potential topic is case law trends in right of way issues.

Relocation - Reginald Draheim SR/WA, Don Spenner

No report.

Right of Way Research - Lorraine Winchel

Lorraine asked the membership to be sure to provide address/phone changes to Marla Britton first, then to International.

Survey - Dave Karl, SR/WA

Dave spoke briefly about AB 271, an Assembly Bill pertaining to surveyor licensing and other related issues. Ultimately the bill was not taken up prior to the closing of the Assembly session.

Transportation & Railroads - Norman Pawelczyk

Norman suggested putting together a list of chapter members who have transportation and railroad expertise and the services they offer. Marla Britton,

Executive Board Meeting Minutes - continued)

SR/WA, will send him an email list and Norman will compile the information.

Utilities & Pipelines - Mike Halcarz

See committee report.

Valuation - Dave Steiro

No report.

Webmaster - Deb Zimmermann

The website is up and running, but because of the blog style, old information remains until new information is available. Since there isn't a great deal of new information being put on the site, at first glance it appears to have not been updated in some time. Also, class information isn't always readily accessible, unless a visitor knows exactly where to click. There was a suggestion that it might be good to reformat the site so that the information is more easily accessible. Laura Humphrey and Alyssa Britton will contact Debra to discuss.

Affiliate Report - Chair Jody Isaacson

A report was distributed by Barb Taves, SR/WA, filling in for Jody Isaacson, regarding whether the continuation of the affiliate is in the best interest of affiliate members and the chapter. Barb asked the board to review the report so that further discussion can take place in Eau Claire in September. The affiliate presented a check in the amount of \$500 to President Kretschmann for presentation to the RWIEF at the international conference.

Region Report - Region Chair Jerry Lund, SR/WA

Jerry gave an update on the Region forum that took place in Chicago. There are two candidates for IEC, Terry Gamble and Lee Satterfield Hamre. Mary Ann Marr is a candidate for the prestigious Balfour award. A number of other issues were taken up, including bylaw amendments, clean-up amendments, logo issues and formalizing the addition of region chairs to IGC. The board instructed International Directors John Rolling, SR/WA and Ernie Kretschmann to vote for Lee Satterfield Hamre for IEC. Jerry indicated that there would be a major announcement on career path designations in Calgary.

Old Business

None

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Chapter News

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New Business

Lorraine asked for guidance from the chapter on what color is preferred for the roster covers. Beth Massey moved that the roster covers be light blue with Gaylord Plummer, SR/WA second. Motion carried.

Recommendation from Lorraine that we review the plan to distribute Chapter newsletter electronically and provide a few copies for members at the quarterly meeting. She suggests that we provide those with dependable e-mail copies electronically, and the rest would get the traditional version. After some discussion, it was determined that comparatively few members do not have email addresses. It was agreed that the 20 full color copies from Xer-lith would be enough to mail to those without email addresses, to have a few copies to hand out at quarterly meetings, and to set three copies aside for the annual newsletter competition.

As proposed from floor - annual donation to RWIEF - John Rolling, SR/WA, moved that the chapter donate \$2,000 (an increase of \$1,000 from previous year) with Heidi Fischer second. After some discussion, the motion carried.

Doug Hartmann moved to adjourn the meeting with Mike Halcarz second. Motion carried. The Executive Board meeting was adjourned at 6:16 p.m.

Respectfully submitted,
Beth Massey, Secretary



President Kretschmann and President-Elect Dickson attend to Chapter business at the 6/2/2010 Executive Board Meeting.



The June social event was our Chief Waupaca cruise on the chain of lakes. Here Beth Steinhauer, Ashley Bedell and Laura Humphrey appreciate the benefits of attending chapter meetings.



Chief Waupaca Cruisers: Nancy and Norman Pawelczyk, Ron Polacek, and Jenny Freese.



36 Students attended Course 410 - *Appraisal Review in Eminent Domain*, instructed by Rick Dickson on June 1 at Waupaca.

Chapter News

Ten Ideas for Your Career & Your Life

Jeff Ekola's son-in-law, Lieutenant Commander Charles Nelson, USN, recently attended a speech by General David Petraeus at the US Naval Academy. General Petraeus offered these ten principles.

10. Do off-the-wall stuff
9. Read widely and write at least one article per year
8. Get out of your intellectual comfort zone
7. Study various leadership styles
6. Understand the big picture
5. Stay very fit
4. Decide what the hallmarks of your division or unit will be
3. Get a mentor/be a mentor
2. Live by example-- starting now
1. Give energy

Note: you may remember Chapter 17's March, 2007 program in Neenah at which Charles Nelson was one of the presenters. His presentation was an overview of the Lean Six Sigma concepts for decision making.

We Are IRWA!

First in a series of profiles of the members of Badger Chapter 17.



Member Cindy Roberts

Cindy Roberts has been an Administrative Assistant with the Outagamie County Highway Department for 25 years. Cindy is the point person for real estate in her office-- she arranges for appraisals,

negotiates with property owners and coordinates between the engineers and contractors regarding work on the County's right of ways. Cindy "fell into" right of way through other work in the department. She joined IRWA in 2005, recruited by Barb Taves. Cindy credits IRWA's educational offerings with helping her round out her on the job training in real estate. Her IRWA membership enhances her ability to deal with other people on a given project and gives her credibility with other professionals.

NOTICE

Beginning October 1, 2010, our association is changing how members will develop their career paths.

The intent is to be able to demonstrate that the career of the right of way agent is a profession, not simply a trade. Therefore, IRWA is beginning a new development program: The Right of Way Professional Career Path. The new name for the SR/WA will be the Senior Right of Way Professional, but the designation will continue to be SR/WA. In the new program, there will be four career levels leading to the senior designation: Right of Way Agent (RWA), Associate Right of Way Professional (ARWP), Right of Way Professional (RWP), and Senior Right of Way Professional (SR/WA). The specialist certifications will continue as they do now.

Grandfathering: Active candidates are grandfathered into existing programs for the term of their original candidacy only. Extensions may be applied for by filling out a new candidacy form and submitting it by 12/31/2010.

Any member that is thinking about going for the SR/WA designation now is encouraged to file his/her candidacy before the September 30th deadline because a candidate in the current SR/WA program prior to September 30th will remain on the current SR/WA requirements. Applications made after 10/1/2010 will be on the new program.

News from Other Organizations

IRWA Minnesota Chapter 20 and Great River Energy will sponsor a seminar entitled "Upper Midwest Right of Way/Utility Seminar" on August 23-24 in Stillwater, MN. The topics were selected to appeal to professionals working with current day challenges in the right of way and utility industries. The seminar will cover legal issues, permitting and routing, engineering, construction, easement valuation, communications and relocation. More information and program registration is available at www.irwa20.org.

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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
Stand-Alone Events: Lorraine Winchel • 608-246-3825 • lorraine.winchel@dot.state.wi.us

Congratulations New and Renewing SR/WA's!

Jason Hogan has been awarded the SR/WA designation. Congratulations Jason!

Tom Erstad and Bob Herald have completed all requirements for recertification of their SR/WA designations through 2015.

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

Job Announcement

Steigerwaldt Land Services, Inc., a leading Lake States consulting firm specializing in forest management, real estate appraisal, right-of-way appraisals and acquisitions, and GIS services, is accepting applications for a Proofreader position. The primary job duty will be to proofread real estate appraisals and related reports and correspondence. A Proofreader works under the direction of a senior staff member and works with the administrative staff to produce high-quality work. The position will be located in Tomahawk, Wisconsin.

This is a part time position. Expected start date will be September 1. Interviews will be scheduled in Tomahawk during August and will include a skill assessment test. Following the successful completion of a probationary period, a full benefit package is available including health insurance, vacation, holidays, 401K, and profit sharing.

Resumes with cover letters and writing/editing samples should be sent to:

Ms. Julie Steigerwaldt
Steigerwaldt Land Services, Inc.
856 North 4th Street
Tomahawk, Wisconsin 54487
-or-
E-mail to julies@slstomahawk.com.

Badger

Chapter News



Kathy Curren and Alyssa Britton (second and third from left) take their oath as new members of IRWA.

General Meeting - June 3, 2010



President Kretschmann thanks Jerry Lund for his 6 years of service as an officer of Region 5. You've done your chapter proud Jerry!



WisDOT's Sue Voight explains criteria for access to Wisconsin highways.



John Stockham, AICP, evaluates "what is reasonable access?"



Rick Dickson thanks presenter JC Johnson of WisDOT. J.C. discussed the valuation of access rights.

Education

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 LOCATION/ACCOMMODATIONS	DATE/TIME	FEE	BY 8/3	AFTER 8/3
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 _____	Cost: Members \$415 by 8/3, \$430 after 8/3
Name _____	Non-members \$520/\$535
Title _____	Check Payable to:
Address _____	International Right of Way Association
City, State, Zip _____	Mail We Energies, Attn Arlene Buttke
Phone _____	231 W. Michigan Street, A252
Email Address _____	Milwaukee, WI 53203
	Check for \$ _____ is enclosed.

Education

COURSE 802: LEGAL ASPECTS OF EASEMENTS PEWAUKEE, WI - OCTOBER 19, 2010

Course Description: Designed as a course for experienced right of way professionals, this course provides the background theory and rationale of easements. Terminology and concepts are brought to life with examples and exercises. Through an understanding of legal considerations, future problems can be avoided in the appraisal, acquisition and management of easements.

Prerequisites: It is recommended that participants have a minimum of one (1) year of professional right of way experience prior to attending this class.

- Topics:**
- * Types of easements
 - * Rules of construction for easements construed against grantor, specific terms in grant
 - * Creation of easements; express grants; express reservations by reference; implied grant by necessity, by condemnation, by prescription
 - * Termination of easements, abandonment, expiration/purpose ceases, release, merger estoppel, eminent domain, vacation
 - * Scope of use, exclusive vs. non-exclusive, division of dominant estate
 - * Maintenance and repair, obstructions
 - * Location and width, blanket easements by necessity, relocation

LOCATION & ACCOMMODATIONS	DATE/TIME	FEE
Country Springs Hotel	Tuesday	\$265 members
2810 Golf Road	October 19, 2010	\$280 non-members
Pewaukee, WI , 53072	8 am - 5 pm	(includes Participant Manual)
Phone: 262-547-02010		

Facilitator William Rottschaefer, Jr. is an Attorney and a Civil Engineer and has worked in the right of way field since 1968, including 14 years as he owner/manager of a right of way consulting firm. He has extensive hands-on experience in all aspects of utility and government acquisitions. He has been an instructor of IRWA courses since 1985 and has also developed and presented a variety of real estate and right of way seminars to other agencies and professionals.

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

REGISTRATION FORM

Course 802 - Legal Aspects of Easements

Membership Number _____	Cost: \$265.00 members/ \$280.00 non-members
Name _____	Please make checks payable to:
Title _____	International Right of Way Association
Address _____	and mail to: Arlene Buttke
City, State, Zip _____	231 W. Michigan St., A252
Phone _____	Milwaukee, WI 53203
Email Address _____	Check for \$_____ is enclosed.

Education

COURSE 800: PRINCIPLES OF REAL ESTATE LAW PEWAUKEE, WI - OCTOBER 20-21, 2010

Course Description: Designed to build on the basics of real estate law provided by Course 100, "Principles of Land Acquisition", and to assist right of way agents in collaborating with property owners and attorneys on the subjects of: contract law, specific contracts relating to real estate, tort law, specific torts relating to real estate, land use controls and environmental matters and the laws applicable to condominiums and common ownership communities. This introductory level course provides novice employees with basic right of way information, and experienced employees with a broader perspective on legal issues and applicable law.

Prerequisites: It is recommended that participants successfully complete IRWA Course 100, "Principles of Land Acquisition", prior to attending this class.

- Topics:**
- * Real property law overview
 - * Contract law, introduction to contract law, types of contracts, elements of a contract, termination and discharge of contracts
 - * Specific real estate contracts, purchase and sale agreement, commercial lease and easement agreements
 - * Tort law in general, specific torts relating to real estate
 - * Land use controls introduction, restrictive covenants, planning legislation, environmental regulation
 - * Condominium/common ownership interests introduction, creation of the interest, repair and insurance rights and duties of owners, comparative advantages and disadvantages of various types of ownership

LOCATION & ACCOMMODATIONS

Country Springs Hotel
2810 Golf Road
Pewaukee, WI , 53072
Phone: 262-547-02010

DATE/TIME

Wednesday and Thursday
October 20-21, 2010
8 am - 5 pm

FEE

\$415 members
\$430 non-members
(includes Participant Manual)

Facilitator William Rottschaef, Jr. is an Attorney and a Civil Engineer and has worked in the right of way field since 1968, including 14 years as he owner/manager of a right of way consulting firm. He has extensive hands-on experience in all aspects of utility and government acquisitions. He has been an instructor of IRWA courses since 1985 and has also developed and presented a variety of real estate and right of way seminars to other agencies and professionals.

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

REGISTRATION FORM

Course 800 - Principles of Real Estate Law

Membership Number _____
Name _____
Title _____
Address _____
City, State, Zip _____
Phone _____
Email Address _____

Cost: \$415.00 members/ \$430.00 non-members
Please make checks payable to:
International Right of Way Association
and mail to: Arlene Buttke
231 W. Michigan St., A252
Milwaukee, WI 53203

Check for \$ _____ is enclosed.

Badger

Write Away

Education

COURSE 400: PRINCIPLES OF REAL ESTATE APPRAISAL JOHNSON CREEK, WI - NOVEMBER 11-12, 2010

Course Description: This course introduces the principles of real property valuation. It is designed for would-be appraisers and for right of way professionals from the other disciplines. It is also a refresher course for the experienced right of way professional who would like to enhance his or her appraisal abilities. At the conclusion of this two-day course, participants will be able to:

- express an understanding of basic real estate terms and principles
- demonstrate a basic knowledge of the valuation process and its components
- discuss the definitions and steps in each of the three approaches to value
- solve problems that show an understanding of the three approaches to value

Two case studies-- residential and commercial-- will be developed throughout the course.

LOCATION & ACCOMMODATIONS	DATE/TIME	FEE
Plaza Hotel & Conference Center 725 Paradise Lane Johnson Creek, WI , 53038 Phone: 920-699-2800	Thursday and Friday November 11-12, 2010 8 am - 5 pm	\$415 members \$520 non-members

Facilitator John D. Rolling, Ph.D., SR/WA is an independent fee appraiser and Principal of Rolling & Co., Madison, Wisconsin. He has specialized in appraisals, appraisal review and litigation support for public and utility projects since 1990. His right-of-way experience includes highway, airport, pipeline and electric transmission projects. He holds general appraiser certification in Wisconsin and Minnesota. He has taught at the college level and as a corporate trainer as well as for IRWA. He is also an Appraiser Qualifications Board-Certified USPAP Instructor.

Education Credits: This course has been approved by the Department of Regulation and Licensing for 15 hours qualifying education credits and 14 hours continuing education credits for appraisers.

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

REGISTRATION FORM

Course 400 - Principles of Real Estate Appraisal

Membership Number _____
Name _____
Title _____
Address _____
City, State, Zip _____
Phone _____
Email Address _____

Cost: \$415.00 members/ \$520.00 non-members
Please make checks payable to:
International Right of Way Association
and mail to: WE Energies
Attn: Dawn Neuy
500 S. 116th Street
West Allis, WI 53214
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.

COURSE LOCATION/ACCOMMODATIONS	DATE/TIME	FEE
Holiday Inn West 1109 Fourier Drive Madison, WI 53717 Phone: (888) 897-0084 Hotel Rate: \$70 single/\$80 double + Tax	Tues.-Wed. Dec. 7-8, 2010 8 am - 5 pm	Members registered by 11/9 = \$415 Members after 11/9 = \$430 Non-members by 11/9 = \$520 Non-members after 11/9 = \$535

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

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,
237 Black River Avenue, Westby, WI 54667

Registration

Registration Form

Badger Chapter 17 - 3rd Quarter General Meeting September 2, 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 _____, 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 August 25, 2010.

NOTICE: *The Executive Board will meet at 4:30 p.m. - 6:00 p.m. on Wednesday, September 1, 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

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

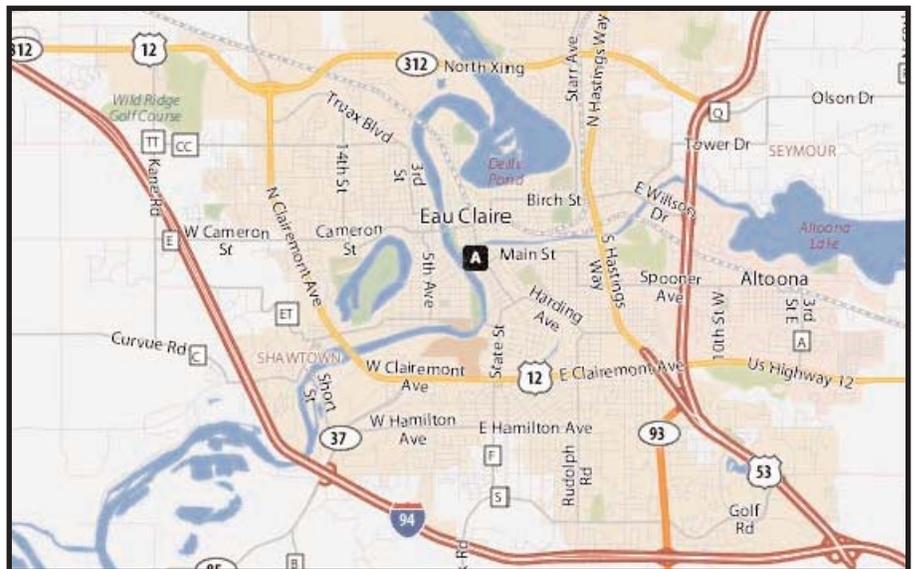
Ramada Convention Center

205 South Barstow Street
Eau Claire, WI 54701

Phone: 715-835-6121

Fax: 715-835-3592

www.ramadaeau Claire.com
(marked as location A on map)



DRIVING DIRECTIONS

- North:** Highway 53 South to River Prairie Drive Exit 89, turn right. Go to Business 53 South, turn left. Go to Main St, turn right. Go to Barstow St, turn right. Hotel will be on the right 2 blocks.
- South:** I-94 West to exit 70, Business Highway 53. Travel on Business 53 North then turn left on Main St. Then right on Barstow St. Hotel will be on the right 2 blocks.
- East:** Highway 29 West to Highway 53 South to River Prairie Drive Exit 89, turn right. Go to Business 53 South, turn left. Go to Main St, turn right. Go to Barstow St, turn right. Hotel will be on the right 2 blocks.
- West:** I-94 East to Exit 59, Highway 312.. Then travel on Highway 312 East for approximately 5 miles then exit onto Business 53 South. Highway 53 South, then turn right on Main St. Then turn right on Barstow St. Hotel will be on the right 2 blocks.

If you stay, Register IRWA!