

Badger Write Away

<http://www.irwabadgerchapter.com>



Issue 210

June 2011

2nd Quarter Chapter Meeting Bridgewood Resort

June 1-2, 2011

Neenah

Thursday, June 2 Program

Golf and Hotel Valuation (With Special Consideration to Partial Takings Impacts)

*This program is approved for 4 hours of continuing education credit for SR/WA recertification requirements.
This program has been submitted to Wisconsin DRL for 4 hours Appraiser CEU Credit, Decision Pending*

The objective of this seminar is to provide a basic understanding of the unique attributes considered and valuation analysis applied in the appraisal of golf and hotel properties, with special consideration of the impact of partial takings.

Presenters: S. Steven Vitale, MAI, President, Vitale Realty Advisers, and Richard Batley, President, RB Hospitality (See Speaker Biographies on Page 6)

10:00 am to 12:00 pm: **Golf Course Properties.**

Steve will discuss types and attributes of golf properties, and differences between golf course operations by type (public, private, resort). He will present data on market dynamics, with comments on golfer demographics and demand/supply analysis for golf facilities. Hour 2 focuses on application of the valuation approaches to golf course properties, with special consideration to allocation of value between real estate and business value and impacts of partial takings, e.g. revenues, cost to cure.

Lunch: 12:00 pm - 1:00 pm

1:00 pm - 3:00 pm **Hotel Properties.**

Steve will parallel his morning program in addressing the analysis of hotels. He will discuss the key factors in rating hotels (occupancy, average daily rate, etc.) and comment on market trends. He will demonstrate the application of the three approaches to hotel valuation and discuss the allocation of value between tangible real and personal property vs. intangible business value. He will comment on potential impacts from partial acquisitions.

Late in the program, Steve will be joined by Rich Batley to offer "Insights from an owner of hotel and golf property."

3:00 pm **Raffle Drawing and Adjournment**

2ND QUARTER MEETING AGENDA

Wednesday, June 1 Training, Golf Outing & Barbecue

8:00 a.m. - 5:00 p.m. Course 104 - Standards of Practice for ROW
4:00 p.m. - 6:30 p.m. Golf Outing (see page 13)
6:30 p.m. - 8:30 p.m. Barbecue

Thursday, March 3 ~ Chapter Board & General Meeting

8:00 a.m. - 9:30 a.m. Executive Board Meeting
8:30 a.m. - 9:30 a.m. General Meeting Registration - Rolls & Coffee
Fees: Pre-register (\$25) at Door (\$35)
9:30 a.m. - 10:00 a.m. Chapter General Meeting
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



**Best Western
Bridgewood Resort
1000 Cameron Way
Neenah, WI 54956**

Phone: 800-514-5206

Note: A block of rooms has been reserved for May 31 and June 1.

Rates: Single: \$70 Double: \$90



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

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Chapter 17 Editors for 2011:

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 - 2011

June 1	Course 104- <i>Standards of Practice for the Right of Way Professional</i> Bridgewood Resort, Neenah
June 1	Golf Outing & Barbecue Bridgewood Resort, Neenah
June 2	2nd Quarter Executive Board and General Meetings Bridgewood Resort, Neenah
June 12-15	International Education Conference Hilton Atlanta, Atlanta, GA
August 17,	Course 703- <i>Asset Management</i> Great Wolf Lodge, Wisconsin Dells
August 18	Course 213- <i>Conflict Management</i> Great Wolf Lodge, Wisconsin Dells
September 13-14,	Course 803- <i>Eminent Domain Law Basics for Right of Way</i> Ambassador Hotel, Milwaukee
September 14	3rd Quarter Executive Board Ambassador Hotel, Milwaukee
September 14	Social Event: Brewers' Game Miller Park, Milwaukee
September 15	3rd Quarter General Meeting Ambassador Hotel, Milwaukee
Sept 30-October 1	Region 5 Fall Forum Mission Point Resort Mackinac Island, Michigan
October 24-26	SR/WA Study Session Best Western Milwaukee Airport
November 7-10	Course 421 - <i>Valuation of Partial Acquisitions</i> Country Springs Hotel, Pewaukee

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President's Message



Ernie Kretschmann - President - Chapter 17

Dear Chapter 17 Friends;

Our Chapter has been informed that we have a few kudos to extend, first to Jerry Lund who has been named as one of the finalists for the IRWA's Balfour award. Great news. We were also informed that our newsletter is a finalist for the Newsletter of the Year award. Awesome work, Heidi and John. The winners will be announced at the International Conference in Atlanta.

There are some changes that will be rolled out at the Atlanta conference, among them is the method to fund the Right of Way International Education Fund. The golf outing and a casino night will be featured instead of the silent auction used in the past. Our Region (5) will sponsor the fifth hole for the golf outing and is asking for \$300 from each Chapter to accomplish that. The International is also asking for \$300 up front from Chapters to fund the casino night. Since we have in the past provided Harley gear for the Silent Auction and a gift for the Foundation, it seems we will be a little light compared to the total contribution we had given in the past. We will have to take that up at the Board meeting.

As you may have heard, Mary Anne Marr is running for the International Secretary position and if she is successful, our region will be very well represented with Pat Pettito leading the International and Mary Anne in the Secretary position.

I also want to thank all of you for your support and assistance these last 18 months. Our Chapter has remained vibrant and successful even in these trying economic times. You as individual members have recognized that our Chapter presents a unique opportunity to enhance our credentials through our educational opportunities as well as being able to expand our networking through our contacts.

I want to thank all of our Board members for your service this past term. You have done a great job keeping us informed on what is going on in your respective disciplines.

Our Education Committee has scheduled classes that are required to keep us informed and provide our new agents with quality classes to get you started in a great profession.

Thanks for giving me the opportunity to serve this past term. I have enjoyed working with a great group of people and have enjoyed the camaraderie we share at the hospitality sessions after the board meetings, at the general meetings and at the stand-alone events. Thanks to all of you and continue to give your support to Rick, Beth, Doug and Marla as they take over this July.



IRWA's 57th Annual Education

Conference takes place in Atlanta, June 12-15, 2011. Over 50 educational sessions will be offered over three days. Meet fellow members of the right-of-way industry from across North America and the world! Participate in a fun golf tournament and in an exciting auction! Registrations are being taken now. Go to www.irwaonline.org for more information, for hotel reservations, and for registration.

Badgers March on Atlanta!

Not since Fond du Lac's 14th Regiment accompanied General Sherman on his 1864 trip have Wisconsinites had so much to look forward to in visiting the Peachtree City!

Jerry Lund, SR/WA, has been selected as one of four finalists for the prestigious David C. Balfour Award, which recognizes IRWA's Professional of the Year. Badger Write Away has been selected as one of three finalists for the "Newsletter of the Year, Chapters over 100 Members" award. The winners of both awards will be announced at the Awards Luncheon on Monday, June 13.



Jerry Lund, SR/WA

**Finalist
David C. Balfour Award**

Chapter Will Help Pay Your Expenses to Attend Annual Education Conference

In an attempt to encourage our membership to attend the 2011 IRWA Education Conference which is being held this year in June in Atlanta (June 12-15), a motion was made to reimburse up to 10 members up to a maximum of \$425 for this year only for conference expenses not reimbursed by their employer. If you are interested, please contact Marilyn Smith at (262)567-9832 for more information or to be added to the list as some space still remains.

****Please Note:** Each person needs to submit their own conference registration and payment to IRWA and make their own travel and hotel arrangements. Reimbursements would be paid to participants after the conference is completed.

Region 5 News

The Region 5 Spring Forum was held April 29-30 at the Brown Hotel in Louisville, KY.



(Left to right): Region Secretary Jeff Jones, Region Vice-Chair Brad Krabel, and Region 5 Chair Mary Anne Marr

Region Honors

Region 5, “The Quality Region,” is proud to be represented within the honors circle at this year’s International Education Conference.

- Pat Pettito (Michigan Chapter 7) will become International President-Elect
- Mary Anne Marr, Region 5 Chair (Michigan Chapter 7) is running for International Executive Committee
- Jerry Lund (Badger Chapter 17) is a finalist for the David Balfour Award
- Consumers’ Energy (Michigan Chapter 7) is a finalist for Employer of the Year
- Vectren Energy (Indiana Chapter 10) is a finalist for Employer of the Year
- Badger Write Away is a finalist for Newsletter of the Year



Work Groups at the Region 5 Spring Forum. Region Forums are about trading ideas!

Chapter News

Program Information - Speaker Profiles *(continued from Page 1)*

S. Steven Vitale, MAI, is President of Vitale Realty Advisors, LLC (VRA), a commercial real estate appraisal company based in Elm Grove, Wisconsin. Established in 1998, VRA is active in appraising commercial and investment property throughout Wisconsin with a concentration on retail, hospitality, golf, office, senior housing, conservation and development land. Steve earned a Masters of Science in Real Estate Appraisal and Investment Analysis

from the University of Wisconsin-Madison in 1991.

Richard Batley is President of RB Hospitality. Rich has significant experience in the management and ownership of multiple hotel properties in Wisconsin including the Best Western Bridgewood Resort in Neenah, the Copper Leaf Hotel in Appleton and the Best Western Grand Seasons Hotel in Waupaca.

March 3 General Meeting



Attendees at our 1st Quarter General Membership Meeting, held in Wausau on March 3.



As part of the days program, meeting attendees toured Wausau's 3rd Street downtown redevelopment area.



Ann Werth, City of Wausau Community Development Director, discussed the redevelopment activities in downtown Wausau.



Also part of a panel discussion on the redevelopment of downtown Wausau were: Jim Rosenberg of UWMC, Amy Altenburg of Dudley Management Company, and Mark Craig of Compass Properties.



Rick Dickson (at right) thanks afternoon presenter, Phil Valitchka, who discussed the continuing efforts to expand the River Edge Parkway - a bike path and parkway along the Wisconsin River.

Chapter News

Badger Chapter 17 First Quarter Executive Board Meeting Minutes March 2, 2011

President Kretschmann called the meeting to order at 4:43 p.m.

Officers Reports

Secretary Beth Smith presented meeting minutes as they appeared in the Badger Write Away. Barb Taves motioned to approve the minutes, Rick Dickson second. Motion carried.

Treasurer Doug Hartmann presented the treasurer's report. He called Anchor Bank to inquire about rates on CDs. We are getting 0.4% interest on the CD ending in -324 and 0.5% on the one ending in -272. The current combined balance of the CDs is \$19,287.57. Our Anchor Bank checking account balance is \$1,772.94 and the Associated Bank checking account balance is \$31,681.93. The total of all accounts is \$52,742.44. Year-end accounting has been completed and submitted to Fred. Doug proposed a budget for the fiscal year beginning July 1, 2011. The budget assumes that the next year will be quite similar to the current year. Rick Dickson moved to accept the treasurer's report, Beth Smith second. Motion carried.

Committee Reports

Right of Way Research – Lorraine Winchel, Chair

The plan is to have the next roster ready for the June 2012 quarterly meeting. Marla Britton will need to have corrections by April 13, 2012. The advertising and subscriptions chair will need to have roster advertising information to Lorraine by April 13, 2012. Final corrections will need to be in by Friday, May 18th.

There was one suggested change to the roster, to add the International Headquarters staff and committee heads contact information. Doug Hartmann will consult with Lorraine to develop a list to include in the roster.

Roster covers will now follow a color rotation so that there is no longer any question as to what the next

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Badger Chapter 17 First Quarter General Meeting Minutes March 3, 2011

President Kreschmann called the meeting to order at 9:01 a.m.

Guests – Kathy Rudolph introduced two guests, Jacob and Jenna Hoagland from Asset Equipment Appraisals.

Several new members - Nanette Vetsch, Steve Vitale, Cindy White, Megan Beer-Pemberton and Todd MacDonald - were inducted in to membership in the Chapter by Membership Chair Marla Britton and President Elect Rick Dickson.

Officers' reports

Secretary Beth Smith presented the approved meeting minutes which appeared in the 1st Quarterly issue of the Badger Write Away.

Treasurer Doug Hartmann presented the state of the Chapter's finances. The current combined balance of the CDs is \$19,287.57. Our Anchor Bank checking account balance is \$1,772.94 and the Associated Bank checking account balance is \$31,681.93. The total of all accounts is \$52,742.44. Year-end accounting has been completed and submitted to Fred Nasri at International Headquarters. Doug also provided highlights from the budget that was approved at the Executive Committee meeting on Wednesday night.

Committee Updates

President Kretschmann thanked the Education Committee for their hard work in putting on courses, which has helped us make money for the Chapter. He thanked Rick Dickson and John Rolling in particular for teaching the classes.

Education Committee Chair Dawn Neuy provided the following update on the Education Committee's recent and upcoming courses:

- Dawn thanked Rick Dickson for facilitating Course 600
- Environmental Awareness, which was held today and had 11 participants.
- The chapter has scheduled the following courses for 2011:

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Chapter News

Executive Board Meeting Minutes - continued from page 7)

cover color should be. Number of rosters to be printed will remain at 275.

Advertising & Subscriptions – Marilyn Smith, Chair

No report.

Asset Management – Joe Stepnik, Chair

No report. Joe has submitted his resignation to be effective at the end of the fiscal year. Anyone who has an interest in chairing this committee, please contact Rick Dickson.

Education – Dawn Neuy and Arlene Buttke, Co-chairs

Dawn thanked Rick Dickson for facilitating Course 600 - Environmental Awareness, which was held today and had 11 participants.

The chapter has scheduled the following courses for 2011:

-C501 Residential Relocation Assistance in Pewaukee on April 13-14, 2011. Reg Draheim, SR/WA, RW-RAC, will be facilitating.

-C104 Standards for the Right of Way Professional in Neenah on June 1, 2011. Scott MacWilliams will be facilitating.

-C703 Real Property/Asset Management in Wisconsin Dells on August 17th, 2011. Rick Dickson will be facilitating.

-C213 Conflict Management in Wisconsin Dells in August 2011. Deanna Loewenhagen will be facilitating.

-C803 Eminent Domain Law Basics in Milwaukee on September 13-14, 2011. William Rottschafer, SR/WA will be facilitating.

-SR/WA Study Session in Milwaukee on October 24-26, 2011. David Burgoyne, ASA, SR/WA, will be facilitating.

-USPAP 2012-2014 Update in Madison on December 7, 2011. John Rolling, PhD, SR/WA, will be facilitating.

-Broker's Continuing Education in Madison on December 6-7, 2011. Joe Klein will be facilitating.

-C421 The Valuation of Partial Acquisitions may be held in May or November 2011.

Dawn also asked that members be sure to reserve rooms early, especially for the Wisconsin Dells (Great Wolf Lodge) and Milwaukee (Ambassador Hotel) courses/meetings, since the blocks of rooms and room

Badger

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Write Away

Membership Meeting Minutes - continued from page 7)

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-C421 The Valuation of Partial Acquisitions may be held in May or November 2011.

Dawn also asked that members be sure to reserve rooms early, especially for the Wisconsin Dells (Great Wolf Lodge) and Milwaukee (Ambassador Hotel) courses/meetings, since the blocks of rooms and room rates expire one month before the event.

Membership Chair Marla Britton announced that the Chapter has a total of 195 members.

Region Report

Jerry Lund is now a Region Representative to the International LPA Committee. He summarized his report from the Executive Committee meeting.

It was announced that Mike Halcarz and Jerry Lund will shop for Harley Davidson items to donate to the auction that is held at the International Education Conference.

New Business

SR/WA designation

Jeff Ekola announced that Doug Hartmann has

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Chapter News

Executive Board Meeting Minutes - continued from page 8)

rates expire one month before the event.

Brochures will be available for upcoming classes at tomorrow's meeting.

Environment – Kathy Rudolph, Chair

No report.

Finance – Jody Isaacson, Chair

Jody reviewed the books and found them to be accurate and in order.

Greeters & Arrangers – Heidi Fischer, Chair

Highlights for the upcoming year: The June quarterly meeting will be held in Neenah at the Bridgewood Resort and Convention Center on June 2 & 3, 2011. A golf outing will be held in conjunction with the quarterly meeting, with plans for a tee time of 4:00 p.m. on June 1, with a cookout to follow. Note: to accommodate the golf outing, the Executive Board meeting will be held at 8 a.m. on June 2, with the General Meeting to follow at 9:30 a.m. The September quarterly meeting will be held in Milwaukee on September 14-15, 2011, at the Ambassador Hotel. There will be a Brewers Game Social Event on September 14, following the Executive Board Meeting. The December meeting will be held in Madison at the Holiday Inn West on December 7 & 8, 2011.

The spring forum will be held at The Brown Hotel in Louisville, KY on April 29-30, 2011. The fall forum will be held on Mackinac Island, MI (hotel to be determined) on September 30 & October 1, 2011.

Legislation – Bob Bokowski, SR/WA, Chair

Three legislative issues were reported, including developments relating to SS-SB-9 Wind Siting, PSC 135 Pipeline Safety, and SS-SB-1/SS-AB-1 Tort Reform.

Liaison – Jason Hogan, Chair

No report.

Membership – Marla Britton, SR/WA, Chair

We have 4 new members, for a total of 195. Marla has also received one new membership application. Marla asked if the Association has a government pricing model for a certain number of members to join from government agencies. Jerry Lund recommended that

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General Meeting Minutes - continued from page 8)

completed the requirements for the SR/WA designation. Ernie congratulated Doug on receiving his SR/WA designation.

By-law Revisions

The following two by-law revisions were presented to the membership for final vote.

Article VI, Section 11 of our by-laws specifies the dates for nominating and electing chapter officers. These dates are based on our former calendar-year based terms. Our recent change to an administrative year from July 1 to June 30 requires adjusting the by-laws in this regard. The by-laws also should be adjusted to specify the process for recognizing the chapters' Professional of the Year and Employer of the Year. The bylaws appear here as revised. Proposed changes were published in the March 2011 newsletter to conform to the requirements for revising bylaws.

“The Nominations and Special Awards Committee shall nominate a slate of officers for consideration at the first quarterly meeting. The election shall be at the first quarterly meeting.

And

The committee shall also have the authority to nominate Chapter 17 members as “Professional of the Year;” a committee composed of the immediate past president, the current president and the president-elect shall have the authority to elect a member as “Professional of the Year.”

And

The Committee shall have the authority nominate an employer as “Employer of the Year:” a committee composed of the immediate past president, the current president and the president-elect shall have the authority to elect and “Employer of the Year.” Bylaw revision passed by unanimous vote.

Article VI, Section 12 addresses responsibilities of the Past Presidents' Committee. Some of these functions are now being handled by other committees. To bring the by-laws in line with current practice, we propose the following language change.

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Chapter News

Executive Board Meeting Minutes - continued from page 9)

Marla contact Dan Stekol at HQ.

Newsletter – John Rolling/Heidi Fischer, Chair

John and Heidi have announced their resignation from being newsletter editors, which will be effective after the newsletter for the June meeting has been published.

Nominations & Special Awards – John Rolling, PhD, SR/WA, Chair

John reported that the newsletter has been submitted for the newsletter of the year award. Jerry Lund has been nominated to Headquarters for consideration the Balfour award. In order to nominate the slate of officers for the next year, there will need to be a vote on revising article 6, section 11 of the bylaws. Once the bylaws have been changed, the slate of officers will need to be presented at tomorrow's meeting.

Past Presidents – John Rolling, PhD, SR/WA, Chair

There is a proposed bylaw change to article 6, section 12 which will need to be voted on tomorrow. The proposed change appeared in the March issue of the newsletter. In brief, it delineates and clarifies the responsibilities of the past president.

Professional Development – Jeff Ekola, SR/WA, Chair

No report.

Programs & Outreach – Rick Dickson, Chair

There was discussion about various potential topics for future meetings, including recent and ongoing issues relating to the mortgage/title/banking issues that have been making news recently. Another idea was to convene a panel about valuation and agency perspectives on acquiring/disposing of properties. Rick would like to see that both sides of the situation be presented. There was discussion of having a golf course valuation/hotel valuation process for the June meeting. The meeting in September will focus on MMSD projects/pipeline for methane gas/dryers for the milorganite plant.

Relocation – Reg Draheim, SR/WA, Don Spenner, Co-chairs

No report.

General Meeting Minutes - continued from page 9)

“The Past Presidents Committee shall consist of a Chair, who shall be the immediate Past President, and all other active past presidents as members. The Committee shall be fully informed on laws, proposed laws and regulations affecting the right of way professional. It shall keep the Executive Board informed of the above and The Committee shall assure that all Chapter activities conform with International, Chapter and other legal requirements. It shall review the By-Laws and recommend the Executive Board adopt the same as necessary.” Bylaw revision passed by unanimous vote.

President Kretschmann announced that up to 10 members will be able to be paid a \$425 stipend for the Annual Education Conference. This is intended to reimburse members for the cost of registration or travel that is not otherwise paid for by their employer.

President Kretschmann's new email address is kretschmann@att.net

Jeff Ekola made a motion to adjourn the meeting. Jerry Lund seconded the motion. President Kretschmann adjourned the meeting at 9:41 a.m.

Executive Board Meeting Minutes - continued

Survey – Dave Karl, SR/WA, Chair

No report.

Transportation & Railroads – Norman Pawelczyk, Chair

The report summarized the appointments that Governor Walker has made within the Department of Transportation, including Mark Gottlieb, P.E., as Secretary; Michael J. Berg, P.E., as Deputy Secretary; and Reggie Newson as executive assistant.

Utilities & Pipelines – Mike Halcarz, Chair

Mike's report included information about the US DOT's new safety recommendations for communities close to transmission pipelines. Additional information can be found on the internet at:

<http://primis.phmsa.dot.gov/comm/PIPA.htm>.

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Chapter News

Executive Board Meeting Minutes - continued from page 10)

Valuation – Dave Steiro, Chair

No report.

Webmaster – Deb Zimmermann and Tony Lockly, Co-chair

Tony Lockly has joined as co-chair. Members are encouraged to provide photos and news articles for the site. Please send information to Deb and Tony. Finally, any suggestions or comments about the website should be directed to Deb and Tony.

Affiliate Report - Jody Isaacson, Chair

The affiliate is checking with headquarters to see if affiliate members can transfer en masse to chapter 17. If headquarters gives the go-ahead, the members will transfer

Region Report

President Kretschmann reported that regions are looking for feedback on how to retain membership. Jerry Lund has been confirmed as a Region representative to the Local Public Agency International Committee.

Jerry Lund reported the following from the LPA Committee Meeting, which was held in El Segundo, CA.

- Programs to be moderated by the LPA committee at the International Education Conference include an eminent domain update, federal funding requirements for LPAs, the Columbia River crossing project, BP oil spill, and best practices in ROW

- LPA Committee is looking for articles written by members

- LPA members have attended APWA (American Public Works Association) conferences, they feel that the APWA could be a good trade association to network

- LPA members asked to inquire at Region Forums about recent trends in right of way like shale oil extraction, high speed rail, and wind energy

Spring Forum is coming up in Kentucky and will deal with marketing our Association, making our meeting topics informative, interesting and fun, and keeping costs down in light of the current economy.

Continuing/Old Business

Bylaw Revisions will be voted on by the membership at tomorrow morning's general meeting.

Stand alone events:

- Fireside Dinner Theatre – 26 tickets have been reserved, we have to sell at least 20 in order to get the special group rate. \$50/ticket, chapter will pick up approximately \$17 per ticket. Children's tickets are less.

- There won't be a Brewers tailgate or a Badger game because of the two events that are currently planned.

Information on other upcoming events (not stand alone events)

- Golf outing at the June quarterly meeting – Jerry Lund and Mike Halcarz are going to head up the event.

- Brewer game for the September quarterly meeting – Doug Hartmann is working on this, watch for an email with more details.

New Business

President Kretschmann discussed upcoming committee assignments. It has been decided that committee chair terms will expire at the end of June 2011 to match the terms of the officers and our new fiscal year. If any members are interested in filling any open positions, please contact Rick Dickson.

On behalf of Don Marx, Jerry Lund proposed including International Committee members in the following standing motion: that the chapter set aside a \$500 per Region Forum meeting and \$300 for other required meetings for each Chapter member who is a Region Representative to an International Committee. John Rolling made a motion to table the discussion until the next meeting. Mike Halcarz seconded. Motion passed.

Marla Britton moved to increase the annual conference stipend for this year's conference only to \$425 for a maximum of 10 members. Doug Hartmann second. Motion carried.

Barb Taves made a motion that Jerry Lund, Mike Halcarz and Tom Erstad purchase something for approximately \$400.00 as our contribution to the auction at the International Education Conference, as we have done in past years. Marla Britton second. Motion passed.

Adjournment. Marla Britton moved to adjourn. Dawn Neuy second. President Kretschmann adjourned the meeting at 6:50 p.m.

Chapter News

~ MILESTONES and ANNOUNCEMENTS ~



New Members (left to right):

Steve Vitale, Todd MacDonald, Cindy White, Megan Beer-Pemberton, and Nanette Vetsch



New Officers for 2011-2012 (left to right):

Treasurer Marla Britton, Secretary Doug Hartmann, President-Elect Beth Smith, and President Rick Dickson

PROFESSIONAL DEVELOPMENT COMMITTEE (PDC) NEWS

Carolyn Peterson has achieved recertification of her SR/WA designation. Good Work Carolyn!

Doug Hartmann (at far right) is Chapter 17's newest SR/WA. Congratulations Doug! Doug is pictured here with PDC Chair Jeff Ekola.



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

GOLF OUTING - June 1, 2011

See page 13 for registration forms for the golf outing and barbecue to be held in conjunction with our June meeting.

BREWER GAME- September 13, 2011

See page 14 for registration forms for the Brewers game outing to be held in conjunction with our September meeting.

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

Badger

Write Away



Register to Play!



IRWA Badger Chapter 17 invites you to participate in the

BADGER CHAPTER GOLF SCRAMBLE

Shotgun start at 4:00 p.m - Cookout at 6:30p.m.

June 1, 2011 – Bridgewood Golf Course, Neenah, Wisconsin

This is a "best ball," shot-gun start, non-competitive event. Everyone is invited to participate!
Prize(s) to team with lowest net score.

Registration Information		
Name:		
Address:		
City:	State:	Zip Code:
Phone Number:	E-mail Address:	
<u>Golf /Cookout</u> Registration Fee: \$45 per person <i>(Includes 9 holes of golf, cart rental, sleeve of balls, and cookout to follow.)</i>	# of persons ____ x \$45 each =	
<u>Cookout Only</u> Registration Fee: \$15 per person	# of persons ____ x \$15 each =	
Golf Club Rental Fee: \$10 per person	# of persons ____ x \$10 each =	
Total Registration Fee:		

PAYMENT ENCLOSED: \$ _____ *

* In case of rainout, Bridgewood Golf Course will issue a voucher for 9-holes of golf

Please return payment and completed form to:

(Make check payable to Badger Chapter 17)

Heidi Fischer
City of Madison
Office of Real Estate Services
P.O. Box 2983
Madison, WI 53701-2983
(608) 264-9297
hfischer@cityofmadison.com

IRWA Badger Chapter 17 Brewers Outing

Brewers vs. Colorado Rockies



Location: Miller Park
1 Brewers Way

Date: Wednesday, September 14, 2011

Time: 7:05 pm (game starts)

Price: \$25 per ticket –Includes two beverages, buffet and ticket
(limit of 4 per member)

Only 50 tickets available Ticket price the same for adults and children

Make all checks payable to **Badger Chapter 17** & mail to We Energies Attn: Doug Hartmann W164 N9168 Water Street, Menomonee Falls, WI 53051.

Name: _____ **Address:** _____

Phone Number: _____ **Email:** _____

Number of Tickets: _____

Education

***COURSE 104: STANDARDS OF PRACTICE FOR THE RIGHT OF WAY
PROFESSIONAL
NEENAH, WI - JUNE 1, 2011***

Course Description: Qualities such as professional competence, character, integrity, fairness, commitment and trustworthiness provide the foundation for establishing and maintaining relationships. Designed for IRWA Members, “Standards of Practice for the Right of Way Professional” guides and directs all Members as each pursues his or her unique path within the right of way profession. Successful completion of this course, or Course 103 “Ethics and the Right of Way Profession,” is a requirement for initial completion and recertification of the SR/WA Designation and Certification Programs. Successful completion of one of these courses is mandatory every five years for recertification purposes.

Course Level: Ethics.

Facilitator Scott L. MacWilliams is the founder and President of S.L. MacWilliams Company, Inc. of Madison, Wisconsin. He has over 23 years of real estate appraisal experience and is a Wisconsin Certified General Appraiser. He is a current member of the International Right of Way Association (IRWA). Since 1989, Mr. MacWilliams has completed over 400 appraisal assignments. These projects included appraisals for commercial, industrial, retail, office, vacant land and special use properties. Mr. MacWilliams has served as an expert witness when litigation became an issue.

COURSE LOCATION/ACCOMMODATIONS	DATE/TIME	FEE
Bridgewood Resort	Wednesday	Members registered by 5/4 = \$265
1000 Cameron Way	Apr 13-14, 2011	Members after 5/4 = \$280
Neenah, WI 54956	8 am - 5 pm	Non-members by 5/4 = \$330
Phone: (800) 514-5206		Non-members after 5/4 = \$345
Hotel Rate: \$70 single/\$90 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 \$265 by 5/4; \$280 after 5/4
Non-members \$330/345
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.

Education

COURSE 703: REAL PROPERTY ASSET MANAGEMENT WISCONSIN DELLS, WI - AUGUST 17, 2011

Course Description: Asset Management is the comprehensively planned management of a diverse portfolio of real estate for the optimum use of available assets. Real Property Asset Management is an intensive one-day course designed to teach participants the necessary skills and knowledge to introduce and implement a program within their organization. This course is intended for those who manage real estate for organizations needing additional resources to adequately meet the defined mission.

Course Level: Intermediate.

Tuition Includes: Participant Manual

Facilitator Richard Dickson is currently a review appraiser for the Wisconsin Department of Transportation (WisDOT). He has been with WisDOT for 23 years working in all aspects of eminent domain acquisition: Statewide Appraiser, Review Appraiser, and Central Office Relocation facilitator as well as Property Management facilitator and Local Public Agency facilitator. He wrote the Department's policy for the appraisal of contaminated properties (he is currently revising portions of this policy) and is currently assisting with the Department's policy for the appraisal of sign interests. He has been an instructor for the IRWA for many years and has an excellent understanding of how to relate class room instruction to your daily work needs.

COURSE LOCATION/ACCOMMODATIONS	DATE/TIME	FEE
Great Wolf Lodge	Wednesday	Members registered by 7/20 = \$265
1400 Great Wolf Drive	August 17, 2011	Members after 7/20 = \$280
Wisconsin Dells, WI 53965	8 am - 5 pm	Non-members by 7/20 = \$330
Phone: (888) 458-1422		Non-members after 7/20 = \$345
Hotel Rate: \$79 single/\$109 double + tax		

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

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### **REGISTRATION FORM**

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

Cost: Members \$265 by 7/20; \$280 after 7/20  
Non-members \$330/345  
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.

# Education

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## ***COURSE 213: CONFLICT MANAGEMENT WISCONSIN DELLS, WI - AUGUST 18, 2011***

**Course Description:** Effective conflict management can open doors to healthier workplace relationships and more productive working relationships with property owners and the general public. "Conflict Management" presents specific methods for reaching collaborative solutions and minimizing negative aspects of conflict while maximizing benefits of resolving conflict. This course covers the following topics: nature and consequences of conflict, outcomes of "unusual conflict," identifying "crazy makers," constructive vs. destructive controversies, influence of climate on conflict management, coping with criticism, and managing interpersonal conflict.

**Course Level:** Beginning.

**Tuition Includes:** Participant Manual

**Facilitator Deanna Loewenhagen, SR/WA** has 24 years experience in negotiations, lands management and relocation in both the public and private sectors. She was the lead Relocation Specialist with the 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. Deanna received a Bachelor of Science in Business Administration from the University of Wisconsin - La Crosse. Her areas of emphasis were management, economics, marketing and accounting. She owned and operated a real estate firm and continues to hold a Wisconsin Real Estate Broker's License. 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 negotiation and relocation.

| <b>COURSE LOCATION/ACCOMMODATIONS</b>      | <b>DATE/TIME</b> | <b>FEE</b>                         |
|--------------------------------------------|------------------|------------------------------------|
| Great Wolf Lodge                           | Thursday         | Members registered by 7/21 = \$265 |
| 1400 Great Wolf Drive                      | August 18, 2011  | Members after 7/21 = \$280         |
| Wisconsin Dells, WI 54956                  | 8 am - 5 pm      | Non-members by 7/21 = \$330        |
| Phone: (888) 458-1422                      |                  | Non-members after 7/21 = \$345     |
| Hotel Rate: \$79 single/\$109 double + tax |                  |                                    |

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

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### **REGISTRATION FORM**

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

Cost: Members \$265 by 7/21; \$280 after 5/4  
Non-members \$330/345  
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.

# Education

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## ***COURSE 803: EMINENT DOMAIN LAW BASICS FOR THE RIGHT OF WAY PROFESSIONAL MILWAUKEE, WI - SEPTEMBER 13-14, 2011***

**Course Description:** This course familiarizes participants with the basic theories behind, and practical aspects of, the various laws, rules and regulations applicable to acquisition of private property for public use through exercise of the power of eminent domain. This course focuses on introduction to eminent domain, primary sources of law, breakdown and analysis of the modern rule, just compensation and legal aspects of valuation, and the roles of right of way professionals in eminent domain.

**Course Level:** Intermediate. It is recommended that participants have a minimum of one (1) year of right of way experience before attending this class.

**Tuition Includes:** Participant Manual

**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 the owner/manager of a right of way consulting firm. He has extensive hands-on experience in all aspects of utility and governmental 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 professional organizations.

| <b>COURSE LOCATION/ACCOMMODATIONS</b>                | <b>DATE/TIME</b> | <b>FEE</b>                         |
|------------------------------------------------------|------------------|------------------------------------|
| Ambassador Hotel                                     | Tues.-Wed.       | Members registered by 8/16 = \$415 |
| 2308 West Wisconsin Ave.                             | Sep 13-14, 2011  | Members after 8/16 = \$440         |
| Milwaukee, WI 53233                                  | 8 am - 5 pm      | Non-members by 8/16 = \$520        |
| Phone: (414) 345-5000                                |                  | Non-members after 8/16 = \$545     |
| Hotel Rate: \$90 + 15.1% tax (block held to 8/13/11) |                  |                                    |

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

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### **REGISTRATION FORM**

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

Cost: Members \$415 by 8/16, \$440 after 8/16  
Non-members \$520/\$545  
Check Payable to:  
International Right of Way Association  
Mail We Energies, Attn.: Arlene Buttke  
231 West Michigan Street, A252  
Milwaukee, WI 53203  
Check for \$\_\_\_\_\_ is enclosed.

# Education

## ***COURSE : SR/WA REVIEW STUDY SESSION AND EXAM MILWAUKEE, WI - OCTOBER 24-26, 2011***

**Course Description:** This 3-day seminar is designed to prepare Candidates to take the SR/WA Comprehensive Examination by reviewing the 7 core disciplines of the right of way profession. It is intended to allow participants to brush up on areas in which they may have limited experience or knowledge. It is not intended to replace the education which participants would receive through IRWA's courses in these disciplines.

The Comprehensive Exam will be administered at the conclusion of the review session, and covers the seven core disciplines: Engineering, Law, Negotiation, Valuation, Environment, Relocation and Asset Management.

**Prerequisite:** All participants must be confirmed as active candidates for the SR/WA designation prior to registering for this session. If you have not yet declared your active candidacy for the SR/WA designation, please contact your chapter's PDC Chair or Francis Vicente, Credentialing Manager, at 31-538-0233 X 123.

**Course Tuition Includes:** Participant's Manual.

**Recommended Materials:** Principles of Right of Way Textbook

**Facilitator David E. Burgoyne, ASA, SR/WA** is the owner of Burgoyne Appraisal Company, located in Ann Arbor, Michigan, and is active throughout the State of Michigan, specializing in Right of Way, Eminent Domain, Contaminated Properties, and other Litigation. He is a Certified General Real Estate Appraiser in the State of Michigan and holds senior designations in both the American Society of Appraisers and the International Right of Way Association. Mr. Burgoyne has been an independent fee appraiser in Michigan for over 20 years and has been instructing appraisal courses since 1990. He has taught appraisal and other courses for IRWA in Illinois, Iowa, Indiana, Kentucky, Michigan, Missouri, Nebraska, North Dakota, Ohio, Virginia and West Virginia.

| <b>COURSE LOCATION/ACCOMMODATIONS</b>                                                                                                                   | <b>DATE/TIME</b>                            | <b>FEE</b>                                                     |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------|----------------------------------------------------------------|
| Best Western Milwaukee Airport<br>5105 South Howell Avenue<br>Milwaukee, WI 53207<br>Phone: (414) 769-2100<br>Hotel Rate: \$80 single/\$80 double + tax | Mon.-Wed.<br>Oct 24-26, 2011<br>8 am - 5 pm | Members registered by 9/26 \$565<br>Members after 9/26 = \$590 |

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

### **REGISTRATION FORM**

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

Cost: Members \$565 by 3/16, \$440 after 3/16  
Check Payable to:  
International Right of Way Association  
Mail to We Energies, Attn.: Arlene Buttke  
231 West Michigan Street, A252  
Milwaukee, WI 53203  
Check for \$\_\_\_\_\_ is enclosed.

# Education

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## ***COURSE 421: THE VALUATION OF PARTIAL ACQUISITIONS PEWAUKEE, WI - NOVEMBER 7-10, 2011***

**Course Description:** This advanced course for the experienced appraiser deals with the special problems of the valuation of partial acquisitions, both fee and easement. The participant will learn various accepted appraisal methods in order to best determine the approach that is needed in any particular situation. Topics include determination of the larger parcel, before/after methods, measuring various types of damages, and special benefits. To aid in understanding, this course includes numerous exercises and case studies.

**Course Level:** Advanced. It is recommended that participants successfully complete IRWA Course 400 "Principles of Real Estate Appraisal" prior to attending this class, or have a minimum of one year practical appraisal experience or a minimum of 9 hours college appraisal coursework.

**AQB Credits:** The Appraiser Qualifications Board has approved this course for 32 hours QE, 30 hours CE, and 32 hours CE with exam, through March 24, 2014.

**Facilitator Richard Dickson** is currently a review appraiser for the Wisconsin Department of Transportation (WisDOT). He has been with WisDOT for 23 years working in all aspects of eminent domain acquisition: Statewide Appraiser, Review Appraiser, and Central Office Relocation facilitator as well as Property Management facilitator and Local Public Agency facilitator. He wrote the Department's policy for the appraisal of contaminated properties (he is currently revising portions of this policy) and is currently assisting with the Department's policy for the appraisal of sign interests. He has been an instructor for the IRWA for many years. He understands how to relate class room instruction to your daily work needs.

**Facilitator John D. Rolling, 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. High right-of-way experience includes road, airport, pipeline and electric transmission projects. He has taught at the college level and as a corporate trainer as well as for IRWA. Mr. Rolling is also an Appraiser Qualifications Board-Certified USPAP Instructor.

### **COURSE LOCATION/ACCOMMODATIONS**

Country Springs Hotel  
2810 Golf Road  
Pewaukee, WI 53072  
Phone: (800) 247-6640  
Hotel Rate: \$80 single/\$80 double + tax

### **DATE/TIME**

Mon.-Thurs.  
Nov 7-10, 2011  
8 am - 5 pm

### **FEE**

Members registered by 10/10 = \$755  
Members after 10/10 = \$770  
Non-members by 10/10 = \$935  
Non-members after 10/10 = \$950

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

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## **REGISTRATION FORM**

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

Cost: Members \$755 by 10/10; \$770 after 10/10  
Non-members \$935/950  
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  
SRF Consulting  
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,  
237 Black River Avenue, Westby, WI 54667

### Registration

#### Registration Form

#### Badger Chapter 17 - 2nd Quarter General Meeting June 2, 2011

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 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 24, 2011.

**NOTICE:** *The Executive Board will meet at 8:00 a.m. - 9:30 a.m. on Thursday, June 2, 2011.*

*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**

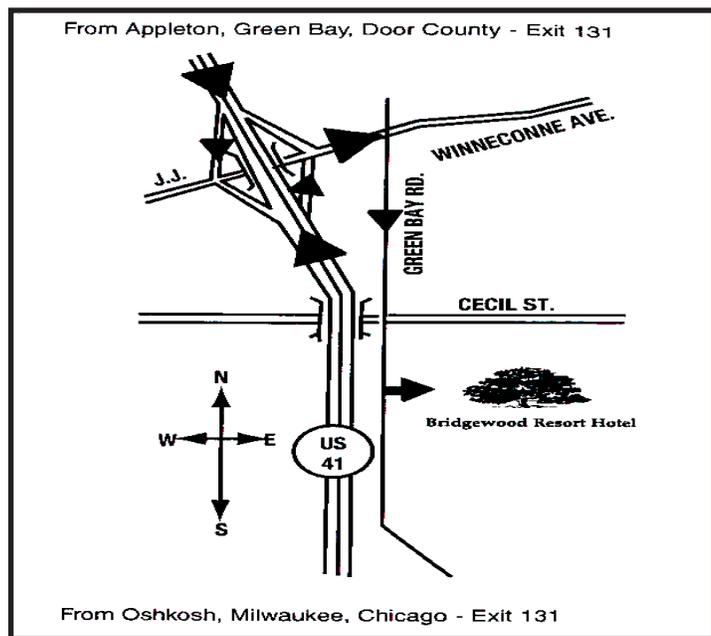
## *Badger Write Away*

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

### ***Best Western Bridgewood Resort Hotel and Conference Center***

**1000 Cameron Way  
Neenah, WI 54956**

Phone: 800-514-5206



#### **DRIVING DIRECTIONS**

**North:** USH 41 South to Exit 131 onto STH 114 (Winneconne Avenue) left, then right onto S Green Bay Road, to roundabout 2nd exit onto Jewelers Park Drive, to left onto Cameron Way.

**South:** USH 41 North to Exit 129 Bell Street, toward Breezewood Lane. Right onto West Bell Street, then first left onto Harrison Street, then first left onto Jewelers Park Drive, then first right to Cameron Way.

**If you stay, Register IRWA!**