



JANUARY 2006

COMMUNIQUÉ

The Newsletter of North Star Chapter 20
of the International Right of Way Association

2006

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INSTALLATION OF OFFICERS LUNCHEON

YEP, THERE'S BEEN A CHANGE OF PLANS! CHAPTER 20'S
INSTALLATION OF OFFICERS WILL TAKE PLACE ON
WEDNESDAY, JANUARY 18, 2006, AT MIDLAND HILLS COUNTRY
CLUB. REGION 3 VICE CHAIR CRAIG POORKER, SR/WA, WILL
SWEAR IN THE NEW OFFICERS AFTER OUR GUEST SPEAKER.

EVERYONE!!! PLEASE PLAN ON ATTENDING. MIDLAND HILL'S
FAMOUS BUFFET WILL BE **FREE** TO OUR MEMBERS AND A
GUEST.

IF YOU HAVE ANY QUESTIONS, PLEASE CONTACT KAYE
ANDERSON (612-673-5051) OR LISA BECKMAN (763-475-0010)

PLEASE RSVP TO MARVIN DEJEAR AT 651-480-3902
BY JANUARY 13!

WE'LL SEE YOU ON WEDNESDAY, JANUARY 18TH AT 11:30 A.M.!!

CONTRARY TO THE RUMOR
THAT THERE IS NO FREE
LUNCH, PLEASE NOTE THAT
THE LUNCH IS FREE!!!

PRESIDENT'S MESSAGE

by Lisa Beckman, SR/WA

HAPPY NEW YEAR!! I hope everyone had a great holiday season. This is a new year and there are a new set of titles for the returning IRWA Board Members. The energy and contributions of these volunteers is what makes this organization work. If you get the opportunity please say a quick word of 'thanks' to all of the volunteer board members, committee chairs and committee members.

I would like everyone to consider getting more involved in the Chapter. There are many areas where your expertise can be very valuable as a committee chair, committee member, course coordinator or attending a monthly board meeting. All members are welcome to attend the meetings, if you would like more information please ask.

As the new President, I would like every member to take a look around and consider the average age of our Chapter 20 members and to challenge all members to get a new generation of right of way professionals involved in the organization. Many of us just 'fell' into our profession, it was not a college course that taught us or even informed us about right of way. Take it upon yourself and invite a young realtor or college student to attend a basic course to introduce them to the profession. We are all getting older!

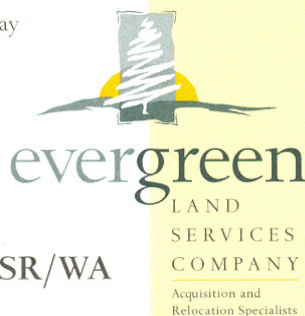
The Board has decided to forgo the fancy (and often costly) Annual Installation Banquet. We will install our officers and be picking up the lunch tab for you and a guest at the January 18th lunch meeting. We strongly encourage you to pre-register as seating will be limited.

The Employment Ad placed in the December Communiqué looking for a newsletter editor was not just for fun. We desperately need someone to take over this position. Doug Johnson has been preparing and circulating our newsletter for many years, it is time to find a new volunteer. If you are interested please talk with Doug or any board member for more details.

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JANUARY MEMBERSHIP MEETING

Date: **Wednesday, January 18, 2006**

Time: 10:00 am Board of Directors Meeting
11:30 am Installation of Officers Luncheon

Location: **Midland Hills Country Club**
2001 Fulham Street, Roseville, MN 55113

Cost: Free!

Speaker: **Jennifer Wolff, P.G.**
Topic: **Virtual Site Walkthrough**



The purpose of the talk is not to make everyone become an environmental professional, but to show people who might be conducting walkovers, such as part of an appraisal or acquisition, items that might be of environmental concern and that may need additional investigation from an environmental professional. This can also be useful for people walking through an area where a new utility corridor is planned, to identify areas where contamination may be encountered.

Ms. Wolff has over 15 years of experience as an environmental consultant participating in and managing environmental due diligence projects at properties in Minnesota and across the country. She has assessed all types of properties including multi-unit residential properties, commercial and industrial buildings, and railroad and highway corridors. Ms. Wolff is also responsible for preparing and making presentations regarding environmental due diligence to clients, potential clients, and DPRA staff.

DPRA Incorporated is an environmental consulting firm based in Manhattan, Kansas. The office in St. Paul has been present since 1979. DPRA has environmental professionals throughout the United States and Canada.

For reservations please call Marvin DeJear at 651-480-3902 by Friday, January 13, 2006.

IRWA: WHAT'S IN IT FOR MY BUSINESS?

By William Rottschaefter

Right of way employees are regularly being asked the question. Those who are self employed (solo) or own small right of way related businesses are frequently asking the question. The question: "Why should I, or my employer, pay dues for IRWA membership or tuition for attending IRWA classes?"

As the former owner of a small right of way consulting company, as the present Principal of the Right of Way Group at SRF Consulting Group, Inc., a large multi disciplined engineering firm, and as a long time instructor of right of way courses, I feel qualified to attempt to answer these questions. The answer is obvious to me: the payback on the investment for annual dues, time to attend meetings, and the cost and time of attending IRWA courses, is beyond calculation, and it is huge. I will discuss four areas from my personal experience: (1) getting business, (2) getting staff to get the business done, (3) getting training and help in how to best get the business done, (4) keeping abreast of what is going on in the right of way community.

GETTING BUSINESS

The right of way community (including acquisition, appraisal, relocation, engineering and legal personnel) is small. Users of right of way services do not look in the yellow pages or on the internet to search out who performs the services they need – rather, word of mouth is the predominant method. Who gets asked in this word of mouth process? You do and I do – because we are active in the right of way community and the IRWA and we are visible at meetings, classes, and related events. And when we are approached regarding prospective work, who do we refer the prospective clients to? Individuals and firms (including our own) we know through our involvement with the IRWA.

The effectiveness of IRWA membership and involvement as a means of generating business can be answered by a simple question: how many of you have never been asked whether you, your firm, or someone else you are aware of is interested in or able to provide right of way assistance on a project? The next question is, how many of you think you would have been asked that same question if you had not been an IRWA member and had not been involved in IRWA activities? I know the answer for myself and I suspect it is the same for most of us.

GETTING STAFF

Those of us who have placed help wanted ads in a newspaper or depended on a corporate HR department for prospective right of way employees know the results: many applicants, but few with relevant qualifications. We know that if we want results, there is one place to go. You guessed it: the IRWA, whether through the Job Hotline or simply by word of mouth. If a member is seeking a change, he/she similarly spreads the word at IRWA meetings or discussions with other members. As an employer, this networking is the most effective way to find the employees who will most compliment your business. There is one other benefit – when I (and I assume most employers) want to check the qualifications of a potential employee, I contact ... you guessed it again... acquaintances involved with the IRWA.

GETTING THE JOB DONE

IRWA's primary purpose is to provide for the education of right of way professionals. There is not enough space in this article to praise the virtues of an IRWA education, but a short statement is appropriate: there is, for practical purposes, no other source of the specific training needed for right of way professionals. And remember, IRWA classes are a wonderful opportunity for networking. Also, there is indeed much truth to the statement "it is not what you know but who you know" – calling an IRWA acquaintance for help will almost always get you going in the right direction. I personally have many times had my work practically done for me by an IRWA friend (for example, at a utility company) I called for assistance.

KEEPING ABREAST

There is no better way to keep aware of the pulse of the right of way community than by attendance at IRWA meetings, classes and functions. The variety of agencies and areas of expertise represented at these activities is amazing, as is the range of projects, both existing and planned. Whether one labels it as networking, word of mouth, or whatever, this is how prospective projects and work are discovered. IRWA involvement will enable your business to keep abreast and competitive.

WHAT'S IN IT FOR YOUR BUSINESS? **EVERYTHING**

These comments are just the tip of the iceberg regarding the benefits of IRWA membership for businesses and employees. Employers, show your employees and the right of way community that you value and respect them, by supporting the IRWA, and I guarantee you the payback will be immeasurable.

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MEMBERSHIP REPORT

By Mark Hudson

We have another group of new or returning members. Joanie Miller has done a great job of following up and contacting potential members this past fall. The following people have been approved for membership in November and December.

Dennis P. Christensen with Meridian Land Services LLC

Penny Rolf with Yaggy Colby Associates

Gene Hoffman with Yaggy Colby Associates

Kathy Blomquist with XCEL ENERGY

Bruce Ansell with MN DOT in Duluth

Diane Kaufman with MN DOT in Duluth

Membership Survey

Chapter 20 is trying to get input from the membership and an email was sent out with an attached membership survey form. If you did not receive the membership survey and would like one please contact me and I will send you one. The survey is looking for feedback from the membership on course offerings, lunch meeting suggestions, and gives a chance for comments to your Board of Directors. The survey takes only a few minutes to fill out, to date I have received about 20 responses. This is a chance to put in your suggestions and ideas.

Membership Directory

The 2006 Chapter 20 Membership directory will be coming out soon and we would like to be as accurate as possible with the information contained. Please contact me should you have a change of information (address, email address, phone # etc.) that you want me to check. You can also check and update your information on the IRWA website yourself.

Best wishes for a happy new year and please contact me should you have any membership questions.

If you have any questions, please contact me at 218-625-3862 or by email at HUDSONM@CO.ST-LOUIS.MN.US

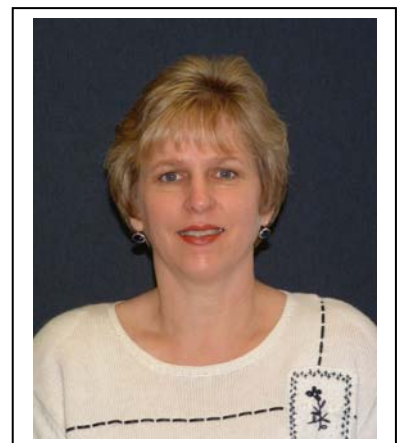


Right:

Penny Rolf is a Real Estate Specialist for Yaggy Colby Associates in their Mendota Heights office.

Left:

Gene Hoffman is a Real Estate Specialist for Yaggy Colby Associates in their Mendota Heights office.



2006 EDUCATION CALENDAR

DATE	COURSE TITLE	NO. DAYS	LOCATION
February 27, 2006	Course 902: Property Descriptions Coordinator: Mike Kelly 763-323-5521 Mike.kelly@co.anoka.mn.us	1 Day	Great River Energy, Elk River, MN
April 5-6 2006	Course 400: Principles of Real Estate Appraisal Coordinator: Pam Johnson 763-249-6722 TENTATIVE	2 Days	SRF Mpls, MN
April 27-28 2006	Course 502: Business Relocation Coordinator: Kaye Anderson 612-673-5051 Kaye.anderson@ci.minneapolis.mn.us	2 Days	City of Mpls
July 2006	Course 200: Principles of Real Estate Negotiation Coordinator: Penny Rolf at 651-681-9040	2 Days	Yaggy Colby Mendota Hts
September 2006	Mn/DOT Right of Way Professionals Conference	3 Days	?
October 2006	Course 602: Project Development & the Engineering Process Coordinator: Lois Wells at 651-480-3908	2 Days	?
Nov 8-9 2006	Course 801: Land Titles Coordinator: Jamie McIntyre at 763-277-6254	2 Days	Ulteig Eng Mpls
January 2007	Course 100: Principles of Land Acquisition	4 Days	?

IRWA CANCELLATION POLICY ON CLASSES:

Written notification of cancellation must be received by the class coordinator 15 days prior to start of class. A 75% refund will be made if written notification is received less than 15 days prior to start of class. No refund will be made after the start of class.

ATTENTION COURSE ATTENDEES:

Please contact the Course Coordinator prior to attending a course for information on Real Estate, Appraisal or Legal continuing education credits. PLEASE, DO NOT assume that all classes offer continuing education credits.

- Planning •
- Civil Engineering •
- Land Surveying •
- Landscape Architecture •
- Environmental •
- Archaeology •

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ASSOCIATES**

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NORTH STAR CHAPTER 20 Int'l Right of Way Association

January Membership Meeting

Wednesday, January 18th 2006

Location: Midland Hills Country Club
2001 Fulham Street
Roseville, MN 55113

10:00 am Board of Directors Meeting
(all members welcome)

11:30 am Installation Luncheon

Upcoming Dates to Remember

March 15th March Membership Meeting
@ Midland Hills CC

May ? May Membership Meeting
@ to be determined

Call Marvin DeJear at 651-480-3902 by Friday, January 13, 2006 to make reservations for the luncheon..



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www.irwaonline.org

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