



Calendar of Events

CHAPTER 41 QUARTERLY MEETING

PLACE COMFORT INN, STORY CITY
DATE & TIME FRIDAY, MARCH 4, 2005, 8:30 A.M.

REGION 3 FORUM

PLACE SIOUX FALLS, SOUTH DAKOTA
DATE APRIL 14-15, 2005

INTERNATIONAL EDUCATION CONFERENCE

PLACE TORONTO, ONTARIO
DATE JUNE 12 – 16, 2005

UPCOMING EVENTS IN 2005

MARCH 1-2 – 803 EMINENT DOMAIN LAW BASICS
FOR THE ROW PROFESSIONAL,
COMFORT INN, STORY CITY

MARCH 3 – 104 STANDARDS OF PRACTICE FOR THE
ROW PROFESSIONAL, COMFORT INN,
STORY CITY

APRIL 1 – 1ST ANNUAL LPA CONFERENCE ROW BEST
PRACTICES, SHERATON FOUR POINTS,
DES MOINES

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President's Message

President Shelly J. Whiteing, SR/WA, R/W-RAC

Now that the holidays are over it's time to get back to business. We have an eventful year starting with the 1st Annual LPA Conference "Right of Way Best Practices", followed by the Region Spring Forum in Sioux Falls, the International Educational Conference in Toronto and the Region Fall Forum in Minnesota. I hope many of you will plan to join me at each of these events.

On April 1 Chapter 41 will host the 1st Annual LPA Conference in Des Moines. We still need volunteers to help Chapter 41 shine at this special event. Please see elsewhere in *The Heartlander* for the registration form for the seminar, and, a form where your company can stand out above the rest by helping sponsor this Conference. (Please share this opportunity with your employer or someone you know!) Special thanks to Rita Rasmussen, SR/WA and Ed Opstein, SR/WA, R/W-RAC, R/W-NAC for spearheading this conference. With all of our members support I know it will be a great success.

I want to thank those of you who were able to join us for our December Chapter Meeting and Banquet! Although we had a rather disappointing turnout I am pleased to report that the Chapter's generosity to the Toys for Tots campaign was something to be proud of ...not only were we able to donate 30 toys but we also donated \$95 in cash to assist this International Organization. I have received many positive comments about the decision to include Toys for Tots in our Annual Meeting. I am hopeful our generosity can be carried forward in the years to come. Putting a smile on a child's face is truly what makes the Holidays special!

If you have not already done so, there are still openings for the classes in March – they will be held in Story City at the Comfort Inn located right on I-35, just north of Ames. Course 803 (Eminent Domain Law Basics for the Right of Way Professional) will be March 1-2; and Course 104 (Standards of Practice for the Right of Way Professional) will be May 3.

Continued on Page 5



Tim Bunkers

Tim J. Bunkers is Chapter 41's newest SR/WA, having just earned this designation. He recently earned his certification in Negotiation/Acquisition as well! In addition, Tim is certified as an Economic Development Finance Professional (EDFP) with the National Development Council.

Tim has been employed by Mid American Energy for 23 years, with approximately nine years of right of way experience. He has been an IRWA member since 2001.

In addition to being the photographer for *The Heartlander*, Tim is also involved with the Marketing and Utility Committees for Chapter 41. He is also involved in the upcoming LPA Conference.

Tim says he enjoys "the networking that IRWA provides". "The classes and events Chapter 41 has sponsored have been very beneficial and rewarding to attend. I am looking forward to getting more involved in Chapter 41 committee work and encourage others to do so."

Tim was born and raised in the small town of Remsen in northwest Iowa. He and his wife, Jill, have a 5-year old son, Mitchell. In his time off he enjoys spending time with his family and working on home improvement projects.



Nancy Halvorson

Nancy Halvorson has been a member of IRWA and Chapter 41 for thirteen years. During those years not only has she earned her SR/WA, and Certification in Relocation Assistance, she has also held all Chapter offices with the exception of Treasurer. She is currently serving her final few months of a 2-year term as Region Chair after holding the Region Vice Chair and Secretary/Treasurer before that.

Nancy is the Relocation Assistance Supervisor at the Iowa Department of Transportation. She has seventeen years of right of way experience.

Nancy has this to say about her involvement with IRWA -- "The networking has been very important to me for both personal and professional growth. The organization has allowed me the opportunity to increase my professional worth to my employer and those I work with. Attending my first IRWA "Seminar" in 1995 really sparked my interest to become more involved and I have not missed a Seminar or Conference since. I value my membership and the many friends I've made through the years. I'm especially impressed by those who are truly unselfish in their commitment to IRWA and are willing to give of their own time and often financial resources to participate in meetings and other IRWA functions."

Nancy and her husband, Mark, live on an acreage north of Ames. She is pleased that her daughter, Vicki Elscott, is also employed by the Iowa DOT and is an IRWA member. She also has two sons, Chris in Denison, Texas and Jeff in Pekin, Illinois. At the present time they have three grandchildren, "with an anticipated re-count in a few months".



**Will Your Company be
Noticed on April 1?**

See Page 11

REGION 3 & INTERNATIONAL EVENTS

51st Annual Education Conference Toronto, Ontario June 12-16, 2005



“Where The World Meets”

IRWA's Annual Education Conference will be held at the Westin Harbour Castle Hotel in Toronto June 12 –16, 2005.

Makes plans now to attend before the Registration Price goes up. Until March 1, 2005 Registration is \$395.00 USD...it will be \$495 after March 1! Your spouse or guest can register for \$195, or youth registration is \$30 until May 20.

Room Rates are \$230 CAD (currently \$187 USD) at the Westin Harbour Castle Hotel. This special rate is available only until May 12, 2005. The Host Conference Committee has also provided a list of hotels within an easy walking distance (15 minutes)...The Strathcona Hotel (\$129-149 CAD); Fairmont Royal York (\$209-309 CAD); Quality Hotel Downtown (\$139-189 CAD); Courtyard by Marriott Downtown (\$149-245 CAD); Crowne Plaza Hotel Toronto Centre (\$249-269 CAD). Most of these offer special rates for AAA members.

For more information or to make reservations (for the conference or hotel) visit the website at www.irwaonline.org

Plan to join members of Chapter 41 and Region 3 at this International Event!

ELECTION OF REGION SECRETARY/TREASURER AT SPRING FORUM

At our March 4 Chapter Meeting we will be discussing the candidates for the Region Secretary/Treasurer. The election will be at the Spring Forum on April 15.

Please take time to review the candidate's statements at the Region Website www.irwaregion3.org prior to our meeting for discussion.

Region 3 Spring Forum April 14-15, 2005 Hosted by Chapter 72



**Holiday Inn City Center
100 W 8th Street
Sioux Falls, South Dakota
605.339.2000**

Please refer to the Region 3 Website for more details, as they become available:

www.irwaregion3.org

April 14 – Social Hour

April 15 – Forum 8:30 – 4:30

A block of rooms is being held at a \$69 rate – you must mention IRWA when making reservation. The cut off date is April 6th for this rate, but the rooms are going fast so it is recommended that reservations be made NOW.

This will be an eventful meeting as the Election for Region Secretary/Treasurer will be held and the Region Professional of the Year will be announced. We will also review issues to be voted on in Toronto.

If you need a class for your SR/WA or recertification credits, Course 902, Property Descriptions will be held at the Holiday Inn on Thursday, April 14. The instructor for this course is Craig Poorker from Chapter 20. Please contact Valeree King for more information; her email is vking@bpec.com

Note: Chapter 41's Rita Rasmussen SR/WA is one of the candidates for Region Secretary/Treasurer. Other candidates are Judi Sorenson, SR/WA and Randy DeGeorge, SR/WA both from Chapter 78. Also, Dan Shiflett is Chapter 41's nominee for Region Professional of the Year!



Region 3 Website:

www.irwaregion3.org

Questions or Comments,
contact Webmaster

vi cki@i publ ishers.com

PROFESSIONAL DEVELOPMENT COMMITTEE

The Certification Disciplines and SR/WA Designation Programs

Bernard B. Banker, SR/WA, R/W-RAC, Chair

Candidacy

Both the IRWA Certification Program and the SR/WA Designation Program share a common process in applying for candidacy. To become a candidate you must follow this three-step registration process:

1. Download a Candidacy Application form:
www.irwaonline.org/resources/forms_apps/upload/SR-WA-Candidacy-Application.doc
2. Complete the Candidacy Application form and send it along with a \$20 application fee (payable to IRWA) to the Chapter 41 Professional Development Committee (PDC) Chair. For 2005, Chapter PDC members are: Nancy Halvorson, Jim Diemer and Bernie Banker, Chair.
3. Upon Chapter and Headquarters approval, you will receive a confirmation letter with a Candidacy Registration number from International.

While you are a candidate, no fee is added to your annual membership dues. There is no time limit for completion of your candidacy. However, if you don't complete your program requirements within five (5) years, you will be required to resubmit a supplemental application for candidacy application, along with another \$20 for an additional five (5) years. You must be a candidate before you make application for IRWA Certification or the SR/WA Designation.

The Certification Program

You may become certified in these disciplines:

- Appraisal (R/W-AC)
- Asset (Property) Management (R/W-AMC)
- Environmental (R/W-EC)
- Negotiation/Acquisition (R/W-NAC)
- Relocation Assistance (R/W-RAC)

In order to attain certification you must:

1. Be a member in good standing with IRWA.
2. Have a minimum of two (2) years of qualifying right-of-way experience within the last five (5) years.
3. Successfully complete the general requirements and core courses associated with your area(s) of interest. Requirements are located at:
www.irwaonline.org/education/certifications/irwacert.cfm

4. Submit a Certification Application Form with a \$50 check (payable to IRWA) for each discipline (maximum of two) to our Chapter PDC Chair. You can download the form at:

www.irwaonline.org/resources/forms_apps/upload/Certification-Program-Application.doc

The SR/WA Designation

The SR/WA designation requires experience, training and examination in several major right-of-way disciplines. To attain the SR/WA you must:

1. Be a member in good standing with IRWA.
2. Have a minimum of five (5) years of qualifying right-of-way experience.
3. Hold a Bachelors degree or submit proof of eight (8) years of qualifying experience. The experience option can run concurrent with the five (5) year experience required above.
4. Complete the required coursework.
5. Successfully complete either: four (4) of the seven (7) discipline examinations; or, the comprehensive examination. The required courses and experience qualifications are at:
www.irwaonline.org/education/certifications/srwades.cfm
6. When you have completed all experience and course work, submit your SR/WA application form along with a \$160 filing and processing fee (payable to IRWA) to the Chapter 41 PDC Chair. You can download the forms at:

www.irwaonline.org/resources/forms_apps/upload/SR-WA-Designation-Application-Current-Program-Category-H-Members-Contact-HQS.doc

The Recertification Process

Both the Certification and SR/WA designations require recertification every five years. Both also require successful completion of either IRWA Course 103 or 104 during the five years.

Continuing education (CE) requirements differ between the two designations as follows:

Certification Program

You will need thirty (30) hours of courses or seminars approved by IRWA.

- Sixteen (16) of the required hours must be earned as a participant at a course in your discipline.

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- You can receive sixteen (16) hours for attending the International Educational Conference.

For additional information refer to the Certification web address.

A recertification application form will be available on the website in the future.

SR/WA Program

You will need seventy-five (75) hours of courses or seminars approved by IRWA.

- Twenty-four (24) of the required hours must be earned by course attendance as a student.
- You can receive twenty-four (24) hours for attending the International Educational Conference.

For additional information refer to the SR/WA web address.

When you have completed your requirements, submit the Recertification Credit Summary form along with a \$50 recertification fee (payable to IRWA) to International's Professional Development Coordinator.

The recertification application can be downloaded at: www.irwaonline.org/resources/forms_apps/upload/SR-WA-Recertification-Summary.doc

Continued from Page 1 – President's Message

Our Chapter Meeting will also be held at the Comfort Inn in Story City (Exit 124 on I-35). Please plan to join us at 8:30 a.m. when we will install the 2005 Chapter Officers. Rita and Ed will be conducting a Pre-LPA Conference Program at this quarterly meeting...if you have volunteered to help with this conference, it is extremely important that you attend this meeting. Following our Chapter Business Meeting we will have lunch at The Cottage, in downtown Story City – the best part...if you attend, lunch is on the Chapter!!! (So, whoever said "there's no such thing as a FREE lunch" was wrong!)

See you in March...Hopefully the crocus' will be poking out of the ground by then!



Negotiation Tip

Edward Opstein, SR/WA, R/W-NAC, R/W-RAC, MPA

Zig Ziglar is one of my favorite speakers, and one of his "classic" expressions is to look out for "hardening of the attitudes." This is particularly true just before and while you are negotiating. Your attitude affects your openness to new information and perspectives. If you cannot perceive the new information, you cannot move forward to understanding the other party. Without understanding, you are blocked from agreement.

When you go through your checklist before a negotiation, check all the data and then check yourself. Ask yourself if you are open to the new information and perspectives the other party will present to you. Are you open to hearing the other party even if they are not "skillful" or considerate in how the information is presented? Be careful that your deal doesn't die from a hardening of the attitudes!

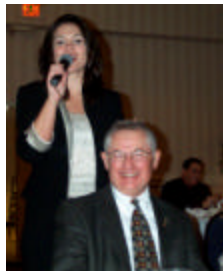
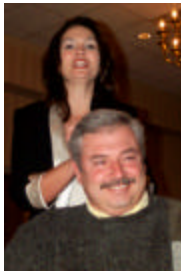
Principles of Right of Way Textbook

The newly revised Principles of Right of Way, Third Edition is available. The textbook is composed of 15 chapters and two glossaries, bound separately and assembled into a custom simulated-leather binder.

Purchase the textbook and receive any and all updates for up to one year from purchase at NO ADDITIONAL CHARGE including any updates created by the release of the revised regulations to the Uniform Act anticipated in late 2004.

Order your copy for \$50 including shipping and handling by visiting the website at: www.irwaonline.org

DECEMBER CHAPTER MEETING AND BANQUET HIGHLIGHTS



Member News & Information:



SR/WA

Tim Bunkers, SR/WA

Congratulations, Tim !

HAVE YOU PAID YOUR MEMBERSHIP DUES?

Chair Don Corrigan, SR/WA, R/W-RAC



Please remember to pay your dues NOW to avoid the 10% delinquent fee and/or \$50.00 reinstatement fee.

If you have not already paid your dues, you should have received a 2nd Notice.

A 10% late fee will be added on February 28 then on April 15 there is also a \$50 reinstatement fee.

Membership discounts on classes and seminars alone make your membership cost effective.

CONGRATULATIONS

\$50 Door Prize Winner

December Meeting

Dan Shiflett

Other Winners at the Annual Banquet:

\$1000 IRWA Expense Reimbursement

Joe Anderson

2005 Dues Payment

Linda Martens

UPCOMING EDUCATIONAL OPPORTUNITIES

Course 900 (Principles of Real Estate Engineering) is planned for May 2005. Attend FREE...Call the Education Committee to see how!! (It's EASY!)

Course 200 (Principles of Real Estate Negotiations) is planned for August 2005. We need a Course Coordinator – if you'd like to attend this course for FREE, please contact the Education Committee!

Course 700 (*Introduction to Property Management*) in September 2005 with Tim Bunkers coordinating.

If you would like to coordinate one of the above mentioned Courses please contact Education Committee Chair Nancy Halvorson, Rita Rasmussen or Amy Walter (see email addresses on page 13).



TREASURER'S REPORT

Treasurer Steve Chapman,
SR/WA, R/W-RAC

Fourth Quarter Report

Income	\$ 10,331.72
Expenses	<u>2,793.47</u>
Net Income	\$ 7,538.25
Current Cash Balance	\$19,090.60
Net Balance	\$19,100.60

Have You Registered for the 51st Annual International Education Conference?

If not, do it today before the Registration Goes Up!

Registration until March 1 is \$395!!

www.irwaonline.org

International Right of Way Association

"Spirit of the Heartland" - Iowa Chapter 41
Minutes of Business Meeting – December 3, 2004
MidAmerican Energy – Des Moines, Iowa



Called to order by President Shelly Whiteing at 2:38 p.m.

Secretary's report reviewed and approved. Treasurer's Report reviewed and approved with question noted on inflated balance due to billing not yet paid for Course 401 held jointly with Chapter 78.

Membership Chair Don Corrigan gave report: current 76 members; 9 new in 2004. Don suggested and it was agreed to have a membership table at the LPA Conference. New members have not been present to receive their pins and certificates. Jim Diemer and Tim Bunkers will try to arrange personal visits to deliver these.

Rita presented Education report. We plan to have 4 – 6 courses during 2005 and hope to net \$7,500

Jim Diemer reported on details for the evening's banquet. He reported that Adam Line of the Marine Corps will be in attendance to receive the toys we have collected. We discussed the poor turnout and possible ways to invite more interest. Nancy Halvorson suggested since we are on two-year rotation/term for officers, that we only have a banquet on installation years and on the "off" year, have a luncheon as part of our regular meeting to recognize member achievements and give out awards. It was agreed to try this. We will however, have a banquet in 2005 for installation of officers.

It was reported that our current secretary, Deane Davenport is moving to Colorado so must resign. Joe Anderson has agreed to serve as secretary for 2005. Amid sighs of relief, we all said "THANKS JOE!!"

The March Courses to be presented (803 on March 1 & 2 and 104 on March 3) are being held at the Comfort Inn in Story City and we will also have on meeting there on Friday the 4th. Leadership training provided by International will be presented and perhaps a presentation by a PDC member from International. Nancy will look into a place to have our luncheon in Story City after our meeting.

PDC Chair, Bob Dahlgren presented Don Corrigan with his SR/WA.

LPA Conference – Rita and Ed reported that everything is on track with another mailing to go out mid-December. The first mailing went out without info that checks should be made out to Chapter 41. This will be corrected on the next mailing. All committees are on target right now and will be stepping up their efforts after first of the year.

Jim Diemer has agreed to serve on PDC for 2005, along with Nancy Halvorson and Chair Bernie Banker. Bob Dahlgren is stepping down from the committee after serving for several years.

Shelly discussed combining Secretary and Vice-President positions in the future. It was agreed this was a good idea.

Bob Dahlgren will present By-Law changes in March to reflect this issue and the dropping of our Chapter initiation fee.

Nancy gave details on the Spring Forum to be held in Sioux Falls South Dakota on April 15th and encouraged members to try to arrange their travel to allow them to attend the hospitality on the evening preceding the Forum. We will be announcing the Region Professional of the Year and electing officers. More details will be on the Region website in early February.

Shelly showed the Chapter procedure books she is working on for each officer and each committee should also have one. These will be passed on to each succeeding person in the position. Chapter 20 presented this idea at the Fall Forum.

Dan Shiflett was the \$50 drawing winner. Meeting was adjourned at 3:55

Respectfully submitted,
Nancy Halvorson, SR/WA, R/W-RAC
filling in for Joe who was to fill in for Deane

MARCH CHAPTER MEETING

March 4, 2005



Story City Comfort Inn

8:30 a.m.

Initiation of Chapter 41 2005 Officers

1st Annual LPA Conference Presentation

(Rita Rasmussen, SR/WA and Edward Opstein, SR/WA, R/W-RAC, R/W-NAC)

(Coffee, Juice and Rolls will be Provided)

Chapter 41 Business Meeting

Join Us for Lunch in Downtown Story City at:



who said there's no such thing as a "**FREE Lunch**" anymore...this IS a "**FREE Lunch**"!!!

Lunch Choices:

Pork Loin Sandwich*

Cottage Burger*

Blackened Chicken Pasta

Caesar Salad

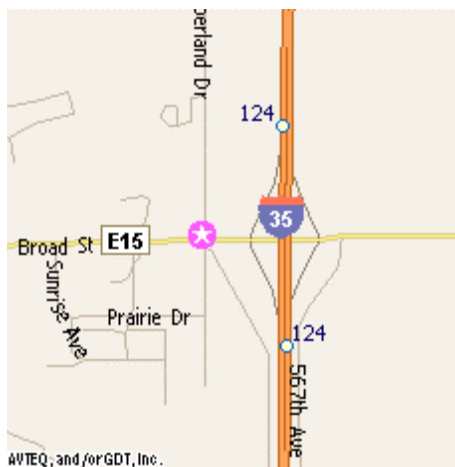
*includes a choice of soup, salad or fries.

Beverage, cookie or brownie included.

Reservations for Lunch are REQUIRED:

Please let Nancy Halvorson know by **Noon, Monday February 28** if you plan to attend.

515.239.1359 or nancy.halvorson@dot.iowa.gov



Story City Comfort Inn
Interstate 35, Exit 124 – Turn East.
First stop light--turn left.
Hotel is visible from the Interstate.

1st Annual Local Public Agency Conference Right of Way Best Practices Friday, April 1, 2005

*Come and find out the
Latest in
how to acquire the land
you need*



- Where:** Sheraton Four Points North, Des Moines
4800 Merle Hay Road, (515) 278-4755 (special, limited room rate - \$69 !)
- When:** Thursday night – welcome reception at the hotel
Friday – 8:30 to 4:30 – *fast* paced, information rich presentations on the latest, practical information you need to acquire right of way for your projects
- What:** Key topics that come up in acquiring property and relocating people – appraisal, negotiations, title, fed/state law update, relocation options, ...
- Who Should Come:** Public officials, engineers, attorneys, administrators, appraisers, economic development staff, and *You!*
- How to register:** Complete the form below and send it in, call the hotel and make your reservation, plan on an *interesting* time and good networking.
-

Name: _____ Employer: _____

Address: _____ City/State/Zip: _____

Telephone: _____ Position: _____

Right of Way Interests/Concerns: Appraisal ___ Title ___ Negotiation ___ Condemnation _____ ,

Other: _____

Conference Registration is \$99; Register before March 11th for only \$85 !

Number Attending: _____ @ \$ _____ = \$ _____

(Late Registration at the door for \$119)

Send registration to: (check payable to IRWA Chapter 41)

Steve Chapman, Iowa DOT, Office of Right of Way, 800 Lincoln Way, Ames, IA 50010-6993

For more information, call Rita Rasmussen at (319) 286-5807 or Ed Opstein at (515) 243-3570

Check it out on the web at www.irwa41.org

1st Annual Local Public Agency Conference Right of Way Best Practices Friday, April 1, 2005

An IRWA
Consultant Opportunity!



- Market Your Services -

The 1st Annual Local Public Agency Conference on Right of Way Best Practices will be held on Friday, April 1 this year. You may have seen the announcements in the IRWA Newsletters.

Chapter 41 is hoping to see one hundred attendees come to the Conference from all over Iowa. Those who attend will come from engineering firms, local government officials, attorneys, appraisers, and other professions. Besides attending, one of the opportunities for you and your firm is to present your services at a vendor table, located just outside the Conference hall.

The tables will be on display during the entire day, enabling your firm to make your presence known to all who attend. There are only ten tables available for presentation of services. Your contribution to the Conference for use of a table is only \$75. For more information on how to get your table, please call Ed Opstein or Rita Rasmussen (see below).

See you there! Remember to register.

- Where:** Sheraton Four Points North, Des Moines
4800 Merle Hay Road, (515) 278-4755 (special, limited room rate - \$69 !)
- When:** Thursday night – welcome reception at the hotel
Friday – 8:30 to 4:30 – *fast* paced, information rich presentations on the latest, practical information you need to acquire right of way for your projects
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- Who Should Come:** Public officials, engineers, attorneys, administrators, appraisers, economic development staff, and *You!*

*For more information, call Rita Rasmussen at (319) 286-5807 or Ed Opstein at (515) 243-3570
Check it out on the web at www.irwa41.org*

Officers for 2004

Chapter 41

PRESIDENT: SHELLY J. WHITEING, SR/WA R/W-RAC

SHELLY.WHITEING@DOT.IOWA.GOV

PRESIDENT-ELECT: DAN SHIFLETT

DANS@CBPOWER.COM

VICE-PRESIDENT: JOE ANDERSON

JOE.ANDERSON@DOT.IOWA.GOV

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DIRECTOR (1- YRS): SHELLY J. WHITEING, SR/WA R/W-RAC

SHELLY.WHITEING@DOT.STATE.IA.US

DIRECTOR (2-YRS): JAMES DIEMER, SR/WA

JPDIEMER@MIDAMERICAN.COM



Chapter 41 Website:

www.irwa41.org

Questions or Comments,
contact Webmaster

vicki@publishers.com

Do you have a new email address?

Are you moving?

Notify:

Shelly Whiteing

515 -239-1753

The_heartlander41@yahoo.com

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Contributing Columnist:

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www.negotiationtools.com

Contributing Photographer:

Tim Bunkers, SR/WA

DEADLINE FOR MAY ISSUE

April 15, 2004

Your articles and/or suggestions are always welcomed.

COMMITTEES

PROFESSIONAL DEVELOPMENT AND NOMINATIONS/ELECTIONS

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NANCY HALVORSON, SR/WA R/W-RAC

JIM DIEMER, SR/WA

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RITA RASMUSSEN, SR/WA & DAN SHIFLETT

ENVIRONMENT AND SURVEY

DAN SHIFLETT DAN@CBPOWER.COM

LEGISLATIVE REVIEW

SUE ALBRIGHT SUSAN.ALBRIGHT@DOT.IOWA.GOV

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BERNARD BANKER, SR/WA & DENNIS CLARKE

RELOCATION

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JIM DIEMER Co-CHAIR, JPDIEMER@MIDAMERICAN.COM

TIM BUNKERS, SR/WA

VALUATION

BERNARD B. BANKER, SR/WA, R/W-RAC

BERNARD.BANKER@DOT.IOWA.GOV

JOE ANDERSON, RUSS MANTERNACH