



IRWA CHAPTER 7 NEWSLETTER

PROUDLY SERVING MICHIGAN'S LEADING RIGHT OF WAY PROFESSIONALS

FEBRUARY 2018 ISSUE

2018 UPCOMING EVENTS & REGISTRATION INFORMATION

We have many exciting events, meetings and educational opportunities coming up in 2018. We hope to see you at these events and look forward to a great year!



REGISTRATION INFORMATION

<http://www.irwamichigan.org/>

March 9th, 2018 General Membership Meeting

Weber's Restaurant
and Boutique Hotel
3050 Jackson Rd.
Ann Arbor, MI 48103

Greetings from our President!

It is amazing that with the refinement of our professions, we're still seeing radical changes. Once again, our chapter is at the forefront of bringing you those radical changes.

Our March 9th meeting in Ann Arbor features a presentation on driverless vehicles, “Who’s Behind the Wheel? An insider’s view as to legal and policy considerations by Robert Norton. Mr. Norton is an attorney with an extensive background in the automotive industry working closely with national policy and public affairs. Besides being published in The Hill and interviewed on national radio programs, his insights into automotive technology, product liability, and infrastructure requirements promise an invigorating presentation.

Look forward to seeing you there!

Respectfully,

Michael F. Kurschat, M.S.F., ASA, MAI

Kurschat & Company

Real Estate Appraisers and Consultants

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[Troy, MI 48084](#)

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March 9th, 2018 – General Membership Meeting

Weber Inn
3050 Jackson Ave
Ann Arbor, MI 48103
800-443-3050

Breakfast @ 8am, Meeting Begins @ 9am
See included agenda for more details.

SPONSORED BY



Register by February 28th, 2018

\$60 Members

\$70 Non-Members

REGISTRATION:

Online at www.irwamichigan.org

Or Contact:

Deborah S. Poeder

Email: dpoeder@landmattersllc.com

Land Matters, llc

O-[11230 Tallmadge Woods Drive](#)

[Grand Rapids, MI 49534](#)

Phone [\(616\)791-9805](tel:(616)791-9805)

Fax [\(616\)791-9815](tel:(616)791-9815)

Weber Inn, 3050 Jackson Rd., Ann Arbor, MI 48103

Reservations: 800-443-3050

8:00 – 8:45 am -Breakfast

8:45 – 9:00 am - Chapter business meeting

9:00 -10:00 am - “Early Roads in Metro Detroit” by Paul Sewick

10:00 – 11:00 am - “Driverless Vehicles, Who’s Behind the Wheel?” by Robert Norton

11:00 – Noon - Case studies in Eminent Domain Acquisitions

12:00 - Lunch

1:00 -3:00 - Michigan Law Update, Appraisal, by Norm Thomas (2 Hours Continuing Education Credit)

3:00 pm - Adjourned

Upcoming Events – Mark your Calendar

April 20 - Course #406B - 2018-2019 7-Hour National USPAP Update, Weber’s Inn, Ann Arbor, MI

April 27-28 - IRWA Regional Spring Forum in Louisville, Kentucky

May 18th – General Membership Meeting, Southern Exposure Herb Farm in Battle Creek, MI

Presentation Highlights

“Early Roads in Metro Detroit”, by Paul Sewick

Each generation leaves its mark on the landscape in the form of roads, borders, and the built environment. Maps, as a result, are the documents which record this history. From the Native Americans whose trails have become expressways, to the modern subdivisions which outline the landholdings of eighteenth century French Canadian farmers; from the military roads that became Detroit’s radial avenues, to the government surveys which laid the foundation of our mile road system, this talk introduces Metro Detroit’s patchwork street system.

Raised in Metro Detroit, Paul Sewick has long been fascinated by its past and the way humans have altered its landscape. His love of history is reflected in the homes he has renovated in Corktown and Farmington Hills. A former board member of the Corktown Historical Society, and author of the Corktown History Blog, Sewick and his wife currently reside in Farmington Hills, where he serves on the Historic District Commission. Sewick is a freelance writer who also blogs about Detroit land development history at detroiturbanism.blogspot.com.

“Driverless Vehicles – Who’s behind the Wheel?” by Robert Norton

As technology for driverless vehicles advances toward reality, the movement places increased demands on our infrastructure, public policy, and our way of thinking. Mr. Norton will provide insights to this emerging technology, the obstacles to overcome, and policy considerations that will impact the future of our transportation network.

Robert Norton is an attorney at Hillsdale College who previously worked closely with emerging automotive technologies for manufacturers. He previously served as Assistant General Counsel for Chrysler LLC and Associate General Counsel for Visteon Corporation. His experience includes international patent negotiations, lobbying law, product liability law as well as complex litigation. While at TRW he headed one of the first teams to develop and deploy X by Wire technology for automotive use.



Register Now!

**WHEN: February 28 –
March 3, 2018**



Elevate your Education!

**Regions 3, 7 & 9 Joint Forum and International
Transportation Symposium**

**WHERE: 38th Floor Pinnacle Club at Grand Hyatt
in Downtown Denver, CO**

Special room rates at \$179/night. Must register before **Feb 1**: <https://aws.passkey.com/go/rightofway>

Wednesday, Feb 28:Chapter 6 Luncheon (all are welcome!) – Speaker: Carol Brooks, SR/WA, “How to Stay Cool in the Heat of Conflict” 1 hour CEU

Workshop: Speaker: Carol Brooks, SR/WA, “What I Should Have Said, But Didn’t”, 4-hours CEUs

Thursday, Mar 1:.....Course 225 – Social Ecology, 8-hours CEUs:

Evening Social: Young Professional hosted Happy Hour

Friday, Mar 2: International Transportation Symposium OR Mock Eminent Domain Trial for Pipeline Easement, 8-hours CEUs

Evening Social: Casino night fund raiser for RWIEF

Saturday, Mar 3:Joint Spring Forum & Individual Region Forums

Saturday Night Social – Escape Room & Happy Hour

Register online: <https://squareup.com/store/irwa-region-9>

Or see end of flier for mail-in registration



11:00 a.m. Chapter 6 Luncheon “How to Stay Cool in the Heat of Conflict”, 1-hr CEU

Have you often wondered why you keep holding on to a position during a heated conversation, knowing that if you could just let it go, things would turn out better? Given a choice, we'd all avoid conflict at all cost, but real life doesn't bend that way. So how can we come out of conflict more intuitive than when we first got into it?

We've heard that conflict is a way of life, but a healthy attitude toward this foe can help us maintain our cool and personally benefit from the sometimes-awkward conflict experience. We'll explore the importance of “falling out of love” with our position by taking a step back, building enough breathing space to keep cool-headed. The result: Dealing with conflict through the power of intention. Attendees will learn the merits of “peeling the onion” for an introspective analysis of the superficial and root causes of conflict. And how to “detach” from the struggle and “attach” ourselves to the right approach that meets the needs, interest and concerns of the other person.

1:00 p.m. “What I Should Have Said, But Didn't--Effective Communication Skills and Negotiations Success” 4-hour CEU workshop

Have you ever walked away from a meeting with a property owner, wishing you could have said something that would have changed the direction of the negotiations, or remembered something you could have said to better address the owner's needs and concerns? Effective communication doesn't start at the meeting, but through discovery during preparation before meeting with the property owner.

This 4-hour, highly interactive workshop will steer attendees to evaluate themselves in the negotiation process by proactively recognizing their own patterns of behavior and identifying potential shortcomings even before meeting with the owner. Layered atop basic communications skills of listening, questioning, empathy and patience is a simple process of See-Adjust-Measure, which helps the agent to keep an outwardly facing strategy based upon a common goal, common interest and common responsibility, and by being open, curious and aware of the owner's needs throughout the negotiation process. The targeted outcome of an outwardly facing strategy is an instinctive and natural flow of trust, understanding, and communication that binds a strong partnership, ensuring win-win results.

Carol Brooks, SR/WA, is the Owner of Cornerstone Management Skills, and internationally recognized and award-winning author and trainer. She is a Certified CLIMB Lead Instructor with the IRWA. She is the recipient of the Louise L. & Y. T. Lum Award for distinguished contribution to education for the right of way profession. Ms. Brooks is also the VEIT Instructor (online video training) for C213 and C100. She authored the course manual for C100 for both the VEIT and classroom editions. She is the Vice Chair of the Partnership for Infrastructure Professional Education, an effort to enhance course curriculum and instructor development for a worldwide audience. With over fifteen-years' experience in public utilities and local public agencies, her expertise includes easement and land acquisition, negotiation, easement valuation, permitting, easement law, project management, and eminent domain support. Carol received the IRWA's Mark A. Green Award for Journalistic Excellence and Outstanding Contribution to Right of Way for publication of four articles entitled, “The Art of Successful Negotiations.” She has served on the Editorial Board for Right of Way Magazine for ten years. She authored a standing column entitled, “Back to Basics” in Right of Way for 4-years and was rated #1 by a membership survey. She is currently a contributing author for ROW Magazine's teambuilding column.



Program

Thursday, March 1, 2018



7:00 a.m. Breakfast

8:00 a.m. IRWA Course 225 – Social Ecology – 8-hours CEUs

Course Description:

As any ROW professional will tell you, creating positive community engagement and impact is vital to the success of any ROW project. But they will also tell you that this is much easier said than done! This course will provide you with those vital leading-edge skills to approach community engagement from a unique cultural awareness perspective- putting community first, at the front-end of the project, by actively listening to and engaging with the very people that will be impacted by the project. This session is jam packed with essential information on how to create authentic community engagement, how to discover human patterns that organically exist in the community, develop solutions to mitigate impact, and how to honestly listen to the people in the community- in their own environment- where life organically happens. With this new knowledge gained, infrastructure- based companies will be able to incorporate community needs into the acquisition process. This course is ideal for infrastructure professionals, any ROW professional involved in program management, consulting, or project communications/negotiations, as well as anyone interested in learning this highly valued and in-demand skill set.

Course Objectives:

Through this course, you will:

- Learn how to sharpen your observation skills to notice community in action and human behavior patterns.
- Understand the influence of informal networks and learn how to interact with these networks to create opportunities for engagement.
- Learn how human geography affects the community and therefore your project.
- Recognize how to identify gathering places and why they are critical to project success.
- Become acquainted with informal network characters, such as natural communicators, in order to develop effective communication methods.
- Be able to identify citizen issues and address them in project design and implementation.
- Learn how to develop issue management strategies for aligning company and community interests in order to reduce social risk for your project.

Instructor:

Kevin Preister is an anthropologist from the University of California at Davis who lives in Ashland, Oregon. For 15 years, Kevin was a social ecology instructor for the Bureau of Land Management's National Training Center in Phoenix, conducting training workshops in rural towns across the West and promoting community-based solutions to natural resource issues. Through James Kent Associates he had numerous contracts to troubleshoot BLM and Forest Service projects using an Issue Management approach. He has also worked for corporations in many locations, helping them to understand and work with communities better, including commercial and residential development, power line corridors, highways and mining. He routinely works for local governments, a variety of federal agencies, and nonprofit organizations on natural resource issues, responsive governance, poverty reduction and urban redevelopment.

12:00 p.m. Lunch

1:00 p.m. IRWA Course 225 – Social Ecology continues

Program

Friday, March 2, 2018



- 7:00 a.m.** **Breakfast**
- 8:00 a.m.** **Welcome & Keynote Speaker**
- 9:00 a.m.** **Choose from either 8-hours CEUs:**
- ITC Presentations and Round Tables – TBD**
- Eminent Domain Mock Trial for Easement**
- 12:00 p.m.** **Lunch**
- 1:00 p.m.** **ITC and Mock Trial continue**

Eminent Domain Mock Trial for Easement

Through observation and hands-on participation, attendees will gain an insider's perspective on general court room procedure and substantive legal issues commonly raised in today's condemnation trials using real-world valuation problems. Serving as mock jurors, participants will gain a better understanding of the legal mechanism by which condemnation valuation disputes are presented, defended, and ultimately decided at trial.

Experienced eminent domain counsel, appraisers, and other right of way professionals will present this entertaining and educational trial drama of a contested easement acquisition for an underground fuel pipeline.

More information soon!



Program

Friday, March 2, 2018 –

ITC Symposium Presentations and Round Tables

more information soon

We are seeking presentations for the 2018 International Transportation Symposium on March 2nd

To submit your topic for presenting at the ITC Symposium on Friday, March 2nd, please submit the following to feaston@f-w.com.

- Name & Contact information
- Title of the Presentation
- Brief Description
- Presenter's name and credentials
- Time required for this presentation

Topics must be Transportation or Right-of-Way acquisition oriented.

The International Transportation Committee (ITC), Region 3, Region 7, Region 9, and Chapter 6 are combining efforts to present the 3rd annual ITC Symposium in Denver, CO.

Who We Are

The International Right of Way Association is a professional member organization comprised of global infrastructure real estate practitioners. Since its inception as a not-for-profit association in 1934, IRWA has served professionals who acquire, manage and transfer the land rights needed for building and maintaining energy and transportation infrastructure.

Recognized for their high ethical standards, commitment to integrity and professional excellence, IRWA's nearly 10,000 members hail from over 15 countries around the world. They are united by their profession and their commitment to pursuing training and professional development.

Our Purpose

We improve people's quality of life through infrastructure development.

Our Mission

We empower professionals by elevating ethics, learning, and a standard of excellence within the global infrastructure real estate community and the annual education conference.

The IRWA International Transportation Committee:

The mission of the International Transportation Committee is to provide advice and assistance to the Association on matters related to the acquisition, use, management or disposal of rights of way for transportation. It shall examine and monitor legislation or changes in legislation affecting methods or practices pertaining to transportation right of way. It shall cooperate with the International Liaison Committee on all interagency or legislative activities and shall keep other industry committees informed.

Program

Saturday, March 3, 2018

Note: 8-hours CEUs

7:00 a.m. Breakfast

8:00 a.m. Breakout to Individual Regional Forums

Agenda coming soon –rest assured that your planning committee is working hard to make this a fun, educational, and interactive forum!

12:00 p.m. Lunch

1:00 p.m. Combined Forum

Agenda coming soon –likely to include:

- Region Professional of the Year Award Presentations!
- International Secretary Candidates!
- Info about the 2018 Annual Conference in Edmonton!

Venue and Ground Transportation details

Grand Hyatt Downtown Denver

1750 Welton Street, Denver CO

Special room rates at \$179/night. Must register before **Feb 1**:

<https://aws.passkey.com/go/rightofway>

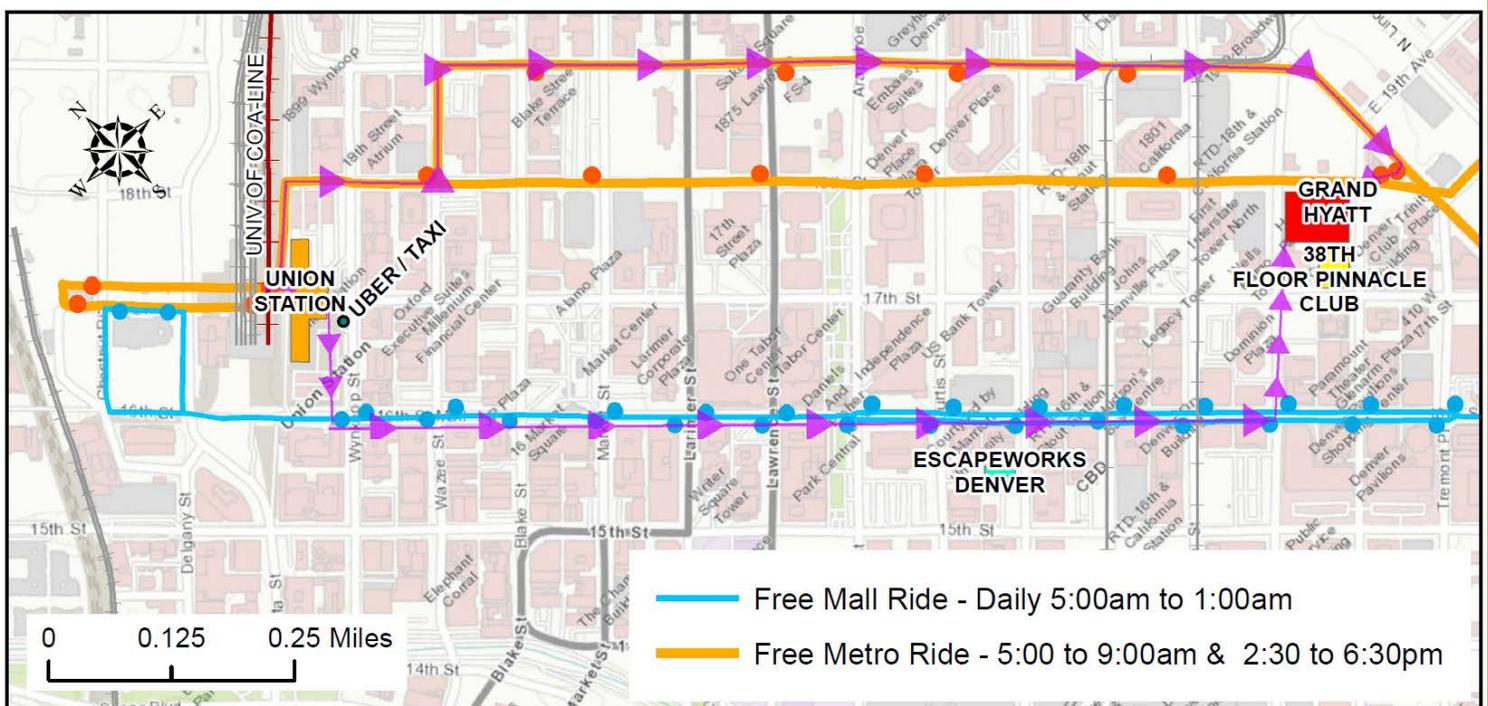


We know there are many hotel options in Denver, we greatly appreciate you helping us keep event costs down by **booking in the host hotel!**

More info on the hotel: <https://denver.grand.hyatt.com/>

Suggested ground transportation from Denver International Airport:

- Super shuttle, Taxi, or Uber: \$30 to \$80
- Take RTD University of Colorado A Line:
 - From baggage claim, follow signs to the Transit Center and proceed to the south exit on level 5 (look for the large American flag), exit the terminal through the sliding glass doors and take the escalator located in the center of the plaza down to level 1.
 - Exit train at Union Station and cross through the station's great hall, if you have time, enjoy our award-winning historic transit hub's food, drinks, and shopping!
 - You can then choose from:
 - Take a short Uber or taxi ride for about \$7
 - During rush hour, take the Free Metro Ride and walk a block from the Broadway & 18th stop
 - Take the Free Mall Ride and walk 1.5 blocks from the Welton stop





2018 Joint Forum & ITC Symposium
February 1 to March 3, 2018
IRWA **Member** Registration Form

Name: _____ IRWA Member # _____

Employer: _____

Address: _____

City: _____ State: _____ Zip: _____

Email Address: _____ Phone: _____

All rates below are for **IRWA members** registering on or before **February 7 (save \$50!)**,

_____ **\$550 ...Education Registration (all)** – includes all daytime fees Wed-Sat
Choose One: ITC Symposium / Mock Trial

_____ \$60.....Friday night social – Casino Fund Raiser for RWIEF

_____ \$30.....Saturday night social – Escape Room and Happy Hour

Interested in companion registration options for meals? inquire to: feaston@f-w.com

a la carte registration options

_____ \$140.....Wednesday luncheon and 4-hour workshop

_____ Thursday Course 225: register & pay \$265 online at irwaonline.org:

https://www.irwaonline.org/eweb/ProfilePage.aspx?WebCode=CSCEventInfoSC&evt_key=a4d14b35-64bf-4f5f-b582-24e0fc1d4ae5

_____ \$265.....Friday - Choose One: ITC Symposium / Mock Trial

_____ \$150Saturday Joint Forum - Region 3 members need not include, as fee is covered by Region 3

\$50.....Venue surcharge if registering after **February 7, 2018**

Total registration fees: _____

You may pay by credit card and register online: <https://squareup.com/store/irwa-region-9/>

If paying by Check, Send registration form to feaston@f-w.com and mail Check to

IRWA Region 9
c/o Paige Gardiner
660 West 700 South
Woods Cross, UT 84087



2018 Joint Forum & ITC Symposium February 1 to March 3, 2018

Non-member Registration Form

Name: _____

Employer: _____

Address: _____

City: _____ State: _____ Zip: _____

Email Address: _____ Phone: _____

All rates below are for **non-members** registering on or before **February 7 (save \$50!).**

_____ **\$625 ...Education Registration (all)** – includes all daytime fees Wed-Sat
Choose One: ITC Symposium / Mock Trial

_____ \$60.....Friday night social – Casino Fund Raiser for RWIEF

_____ \$30.....Saturday night social – Escape Room and Happy Hour

Interested in companion registration options for meals? inquire to: feaston@f-w.com

a la carte registration options

_____ \$165Wednesday luncheon and 4-hour workshop

_____ Thursday Course 225: register & pay online at irwaonline.org:

https://www.irwaonline.org/eweb/ProfilePage.aspx?WebCode=CSCEventInfoSC&evt_key=a4d14b35-64bf-4f5f-b582-24e0fc1d4ae5

_____ \$315Friday - Choose One: ITC Symposium / Mock Trial

_____ \$150Saturday Joint Forum

_____ \$50.....Venue surcharge if registering after **February 7, 2018**

Total registration fees: _____

You may pay by credit card and register online: <https://squareup.com/store/irwa-region-9/>

If paying by Check, Send registration form to feaston@f-w.com and mail Check to

IRWA Region 9
c/o Paige Gardiner
660 West 700 South
Woods Cross, UT 84087



February 2018 Chapter Newsletter
By Heather McCardel

Contact Us

IRWA Chapter 7

<http://www.irwamichigan.org/contact-us/>

Website:

<http://www.irwamichigan.org/>