Jeff Jones, SR/WA
2008 Balford Award winner!!!
see page 5

August 2009
vol. 55 • no. 04

MICHIGAN Chapter Seven
IRWA
INTERNATIONAL RIGHT OF WAY ASSOCIATION

THE great lakes State-ment

TIME IS RUNNING OUT!

Our Room Block is Expiring Soon!

Rooms are limited at the Lake View

Please call 800 207 7075 as soon as possible *(like right NOW!)* **for our special rate of $110. + taxes per night.**
You must mention IRWA and reserve a 2-night minimum stay as a deposit. Call today and ask for Ashley or Christie.

2009 Fall Education Seminar

Lake View Hotel

Mackinac Island, MI

September 30, October 1 & 2, 2009

2009 Seminar Program

Wednesday • September 30

5:00 - 6:00PM — Seminar Registration & Check-in

5:00 - 6:00PM — Chapter 7 Executive Board Meeting,
Chapter President Norman Thomas, SR/WA

6:00 - 7:00PM — ***Welcome Dinner Buffet*** for all registrants

7:00 - 8:30PM — All registrants are invited to the Presidential Suite for the ***President and Chapter Reception*** and ***Pocket Auction*** to benefit Right of Way Education

Thursday • October 1

7:00 - 7:45AM — Buffet Breakfast
for registered members and non-members only

7:40AM — Morning seminar sign-in for Licensed Appraisers, Real Estate Brokers and Salespersons

7:45 - 8:00AM — Chapter 7 Business Meeting,
Chapter President **Norman Thomas**, SR/WA

8:00 - 9:00AM — **Lisa R. Harrison**, SR/WA, R/W-RAC,
Principal and President,
Pinnacle Consulting Management Group, Inc.
Professional Development for Professional Times

9:00 - 10:00AM — **Kelly Ramirez & Teresa Vanis**,
Local Agency Coordinators,
Michigan Department of Transportation
Relocation and Real Estate Acquisition for 2009 and Beyond

10:00 - 11:00AM — **Marian J. Barnes**, Appraiser, Maturen & Associates
Michigan Tax Tribunal Case Study – Challenges to Special Assessments

11:00AM - 12:00NOON — **Margaret Doud,**
Mayor of the City of Mackinac Island
Mackinac Island Economic Status & Land Use

12NOON -12:45PM — Lunch – Soup & Sandwich bar,
for registered members and non-members only

12:40PM — Afternoon Seminar sign-in for Licensed Appraisers, Real Estate Brokers and Salespersons

12:45 - 1:45PM — **Andrew Finn**, Esq.,
Hickey, Cianciolo, Fishman & Finn, P.C.
Appraisal Liability Issues

1:45 - 2:45PM — **Mary Anne Marr**, SR/WA,
Real Estate Manager; Consumers Energy
Wind Power in Michigan

2:45 - 3:45pm — **William Horn**, Esq., Mika, Meyers, Beckett & Jones
MI Law and Legislation Regarding Water Rights

3:45 - 4:45pm — **Alan T. Ackerman**, Esq.,
Ackerman, Ackerman & Dynkowski, P.C.
Condemnation Law Update

4:45pm — Adjournment –

ALL Grand Hotel Dinner Guests MUST meet the Hotel Dinner Dress Code:
Men must wear Suit Coats and ties.
Women must wear dressy dresses or dressy pantsuits.

5:15PM — Carriage rides leave to the Grand Hotel for all registrants

Promptly at 6:00PM — Dinner seating at the Grand Hotel for all registrants

Friday • October 2

7:00 - 7:55AM — Full Breakfast Buffet
for registered education participants only

Morning sign-in for Licensed Appraisers, Real Estate Brokers and Sales Persons

8:00 - 9:00AM — **David Burgoyne**, SR/WA,
Burgoyne Appraisal Company, LLC
Andrew Reed, SR/WA;
Andrew Reed & Associates, Inc.
Redefining Highest Possible Value: The Challenges of Appraising for Eminent Domain in Challenging Times

9:00 - 10:00AM — **Tim R. Davis**, SR/WA, R/W- RAC, R/W-NAC,
Section Manager Right of Way Specialist
Commonwealth Associates, Inc.
Creating a Positive Negotiation Atmosphere for Appraisers and Acquisition of Real Estate and Right of Way

10:00 - 11:00AM — **Jerald Rosenfeld**, President; JR Group, LLC
Unusual Real Estate Acquisition & Relocation Project Examples

11:00AM - 12:00NOON — **David Maturen**, SR/WA; Maturen & Associates
Appraisal Legislation and Appraisal Foundation Update

12:00NOON — Adjournment

What: 2009 Fall Education Seminar

When: September 30, October 1 & 2, 2009

Where: Lake View Hotel • Mackinac Island, MI

Last Day to Register: Monday, September 21st

Questions about this meeting?
Kimberly Tassen • 313 235 4458 / phone

Administrative Year Changes

Thank you to Chris Lamus and Orchard, Hiltz & McCliment (OHM) for providing meeting facilities for our Executive Board Meeting in August. A substantial amount of items were covered – with very big and important changes:

Our Chapter has realigned the Administrative Year to begin July 1st and end June 30th. With the approval of the Executive Board, the current officers will remain in their position an additional 6 months until June 30th 2010. There are several small bumps with the change yet the flexibility and commitment of our Board has streamlined this process and made it much easier.

Our nominations will now be completed in the spring (March) and finalized in May. This change aligns us with International and Region and will generate a greater consistency all around.

As President of the Michigan Chapter I want to personally thank the Board for their time, commitment and expertise in analyzing this change and finalizing this move.

submitted by: Norman G. Thomas, ASA, SR/WA,
President, IRWA-Michigan Chapter 7
R.S. Thomas & Associates/Harold Blake Co

Appraisers Board

Our own Chapter President, **Norman G. Thomas**, ASA, SR/WA, and of R.S. Thomas & Associates/Harold Blake Co. has been appointed to the Michigan Board of Appraisers.

Congratulations Norm, and to celebrate, we've included a special class note from the American Society of Appraisers!

U.S. Army Corps of Engineers

Glenn Spence has accepted an appraiser position with the U.S. Army Corps of Engineers in Detroit. The Real Estate Division serves as a technical office responsible to the District Commander for staff leadership, assistance, coordination, direction and review of all Real Estate activities of the Detroit and Buffalo Districts. Glenn can now be reached at: 313-226-3445 / Office, Glenn.R.Spence@usace.army.mil / e-mail

Membership Appreciation Award

At left, ***Mary Anne Marr*** receives her award in Indianapolis. She was recognized at the International Conference as "the individual who has recruited the most new members to the Association."

Mary Anne is the Real Estate Manager for Consumers Energy, a Past President of Michigan Chapter 7, the current Region 5 Vice-Chair, and is an active member of IRWA's International Utilities Committee.

Way to go, Mary Anne!

International Right of Way Association
Michigan Chapter 7

2008 Executive Board

Norman G. Thomas, SR/WA
President

Laura K. Southwell, SR/WA
President-Elect

Kimberly A. Tassen
Vice President

Paul E. Sander, SR/WA
Secretary

Steve R. Roon, SR/WA
Treasurer

Larysa A. Figol, SR/WA
Assistant Secretary-Treasurer

International Directors

Norman G. Thomas, SR/WA
Director, 1 year

Laura K. Southwell, SR/WA
Director, 2 years

Committee Chairs

Michael Odette
Asset Management & Education Certification

Alicia T. Worthley, SR/WA
Awards & Recognition

Jeffrey L. Jones, SR/WA, R/W-NAC, R/W-RAC
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Laura K. Southwell, SR/WA, R/W-RAC
Co-Chairs - Education

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Environment

Alicia T. Worthley, SR/WA
Fall Education Seminar

Laura K. Southwell, SR/WA, R/W-RAC
Finance

Edward R. Bradley, SR/WA
Historian & Parliamentarian

David C. Maturen, SR/WA
Co-Chair - Historian & Parliamentarian

Glen Spence
Land Economics & Valuation

A.K. Smith
Co-Chair - Land Economics & Valuation

Raymond Howd, Esq.
Law & Legislation

Gary D. Strauss, Esq.
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Theresa Vanis
Local Public Agency

Christopher Barnes
L. R. Cole
Valerie F. Lafferty, SR/WA, R/W-AC
Co-Chairs - Local Public Agency

Julie A. Sandzik
Membership

Michael Oakes
Newsletter Editor

Jeffrey L. Jones, SR/WA, R/W-NAC, R/W-RAC
Nominations

Andrew M. Reed, SR/WA
Norman G. Thomas, SR/WA
Laura K. Southwell, SR/WA
Co-Chairs - Nominations

Gary E. Bowman, SR/WA
Past Presidents & Retired Members

Carl L. Meyer, SR/WA
Pipeline

Kimberly A. Tassen
Program

Jerald Rosenfeld
Relocation

Kelly Ramirez
Co-Chair - Relocation

Tim Davis, SR/WA, R/W-NAC
Roster

Lynn P. Hall, SR/WA
Silent Auction

Chris Lamus
Survey

Jim Aiello
Website

Every man owes some of his time to the upbuilding of the profession to which he belongs.
–Theodore Roosevelt

Take a look at the announcements throughout this newsletter. You can see the quality of our members and the dedication they have toward our profession. It is the first time in history the Frank Balfour Award was presented to a member of the same chapter in back-to-back years. Congratulations to **Jeff Jones**, SR/WA, R/W-NEC, R/W-RAC, winning the Balfour Award and representing the Michigan Chapter as well as Region 5. **Mary Anne Marr** won the Membership Award and in addition to members of our Chapter as speakers for the International Education Conference, our own, **David Burgoyne** sang the Canadian and American National Anthems for the opening ceremonies. Indianapolis is a great city for the education conference.

Just recently I had the opportunity of meeting some college buddies in Florida, renting Harley-Davidson motorcycles and riding to Key West. In addition to great weather and great times I took advantage of the ride time to reflect on our business, our economy and many other issues. One item that sure stood out was once again the incredible aspects that go into Right of Way. This was obvious as I rode from island to island through the Florida Keys. Our summer vacations are winding up and we have spent a lot of time planning the Fall Education Seminar at Mackinac Island, September 30, October 1 and October 2, 2009. Make arrangements as soon as possible to register for this conference. You can see the speakers and the activities should not be missed.

Our most recent Board meeting covered numerous topics with one specific item involving the administrative year of our Chapter. With a slight change in our By-Laws and to align our Chapter with the remaining Chapters and International, the Executive Board will remain in position through June 30, 2010. Nominations will begin in March and the installation of officers will occur in June 2010. A lot of work has gone into the changes and realignment. Questions from members have been addressed regarding E&O Insurance and possibly medical insurance as well as other specific items regarding IRWA. We are continuing to move forward and advance our membership as well as our organization within the right of way profession. I look forward to seeing all of you at Mackinac.

Norman G. Thomas, SR/WA
Michigan Chapter 7 President

Special Note to Michigan Appraisers & Real Estate Licensees:
Chapter 7 plans to submit the 2009 Fall Education Seminar Program and Schedule to the State of Michigan for Continuing Education Credit. To receive credit from the State, you must provide accurate information on your Seminar Registration Form and ***you must attend all sessions***. It is extremely important that you use the name(s) *exactly* as it appears on your license(s) as well as the correct type of license and license number. You must also provide your Pocket Card License ID at the Seminar Check In on Wednesday Evening.

continued from page 1

Everything You Need to Know About the 2009 Fall Education Seminar…

OK… at the risk of being redundant:
Rooms are limited at the Lake View!
Please call 800 207 7075 as soon as possible *(right NOW would be a great time to call!)* for our special rate of $110. + taxes per night. You must mention IRWA and reserve a 2-night minimum stay as a deposit. Call ***NOW*** and ask for Ashley or Christie.

Thanks to an outstanding effort by Chapter Vice President, Kimberly Tassen, along with the Executive Board and Chapter Committees the *2009 Fall Education Seminar* at the Lake View Hotel on Mackinac Island will prove to have something for everyone!

Seminar Check-In will begin at 5:00 PM on Wednesday, September 30 at the Lake View Hotel, followed by the **Welcome Dinner Buffet**. Then it's on to the Presidential Suite for the **President and Chapter Reception** and **Pocket Auction** to benefit Right of Way Education.

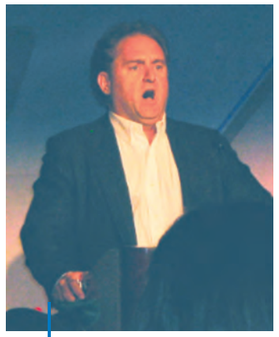
Auction Donations are needed. This year there are *extreme* space limitations – that's the reason we recommend your donation(s) be small items – your auction donations need to fit in your *pocket*! Think gift cards and certificates or other small items - old or new. Of course, diamonds are *always* appropriate – and they fit in your *pocket*! *Auction questions?* Contact: Lynn P. Hall SR/WA or Paul Boyce at 810 364 7940.

Pre-Seminar IRWA Course #505: *Advanced Residential Relocation Assistance* will begin at 8:00 AM on Wednesday, September 30. *Course questions?* Contact Jeff Jones SR/WA at 248-858-4783 or jjones@rcoc.org.

2009 Seminar Registration Fees:
IRWA Members / $220. • Non-Members / $240.
Non-affiliated Spouses & Guest / $120.
Make checks payable to Chapter 7 IRWA. See page 8 (back panel) of this newsletter for the Seminar Registration Form. Please mail check and form to: Alicia Worthley SR/WA, 260 Bellevue Avenue, Clawson, MI 48017.
Registrations and checks must be received by September 21st.

Directions to the Island & Ferry Service is fairly simple: for those traveling from point's south, follow I-75 north to Mackinac City. For those traveling from the north or west, follow I-75 south to St. Ignace. The Mackinac Bridge spans the Lower and Upper Peninsulas connecting the two communities and tolls are assessed for vehicles traveling over the Bridge. Watch for the well-marked exits to the ferryboat docks. Scheduled service is available throughout the day and ample parking is available on the mainland at all ferry docks. Each line has its' own Ferry Schedule – *you* must contact them separately and request *departure AND return times* to and from the Island back to your car in either Mackinaw City or St. Ignace. Each ferryboat company has a website with additional information and schedules.

Thursday Night Dinner at the Grand Hotel will be a wonderful adventure that you will remember for years to come. At 5:15 PM on Thursday evening, October 1st, horse drawn carriages will pick-up our group in front of the Lake View Hotel and take us to the Grand Hotel. Dinner will begin promptly at 6:00 and all dinner guests ***must*** meet the *Grand Hotel Dinner Dress Code Requirements:* men must wear Suit Coats and ties and women must wear either dressy dresses or dressy pantsuits. After dinner you may explore the magnificence of this historic landmark and return to the Lake View either with a leisurely walk or by carriage for an additional fee.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Indianapolis, IN • *2009 Annual International Education Conference*

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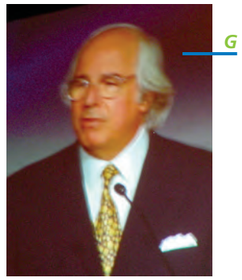
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a | At the opening ceremonies, Chapter 7's own **David Burgoyne** sang both the Canadian and American Anthems

b | Chapter 7 attendees at the 6:45AM Region meeting: Kim Tassen, Norm Thomas, Laura Southwell, and Chris Barnes

c | Mary Anne Marr in the Exhibit Hall.

d | Chapter 7 in Indy 2009: Pat Petitto, Laura Southwell, Mary Anne Marr, Dave Maturen, Kim Tassen, Jeff Jones, and Norm Thomas

e | Mary Anne Marr, Kim Tassen, Pat Petitto and Sandy Petitto

f | Mike Odette, Indy 2009 Moderator

g | Frank Abignal, speaker, *Catch Me If You Can*

h | Mary Anne Marr and Art Watt presenting info on Wind Energy

i | Paul Sander, presenter in Indy 2009

Jeff accepting congrats at the awards dinner, delivering his acceptance speech and with his wife, Kathy

JEFFERY L. JONES, SR/WA

2008 FRANK C. BALFORD PROFESSIONAL OF THE YEAR

The Frank C. Balfour Professional of the Year Award is bestowed upon an individual who has demonstrated truly exemplary support of the International Right of Way Association, and is the highest honor an individual can receive from IRWA. This year, *The Balford* was awarded to Chapter 7's own ***Jeffrey Jones***, SR/WA, R/W-RAC, R/W-NAC at the International Conference in Indianapolis!

To make it a Super Trifecta: Jeff was recently awarded the Region 5 Professional of the Year and is the 2008 Chapter 7 Professional of the Year!

Jeff is the Right of Way Supervisor for the Road Commission of Oakland County in Waterford, MI. He is a Past-President and is currently both Education and Nominations Chair of Chapter 7. In addition, Jeff is the Region 5 Secretary and Treasurer, and Representative - as well as the Chair of - the IRWA International Local Public Agency Committee. Oh, he's also a Certified Course Coordinator.

Jeff, for ALL you do, this *Balford's* for you! We're proud and thankful you're a Chapter 7 member!

J

K

j | Robin, Luke and Norm Thomas, and Laura Southwell with Sandy Grigg, incoming International President

k | Dave Maturen and Faith Roland, Past International President

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Thank You

It is the responsibility of the advertiser to provide accurate and updated information. MI Chapter 7 will make the best effort to update *The Great Lakes State•ment* and Roster as soon as possible thereafter. All ads subject to editorial approval. Chapter 7 accepts roster advertising related to the Right of Way profession. Neither the acceptance nor the publication of any such advertising constitutes an endorsement, recommendation or warranty of the advertiser on the part of Chapter 7, its officers and/or its committee members.

to our advertisers - we couldn't do it without you!

Course #505

Advanced Residential Relocation Assistance

Held in conjunction with the Fall Seminar!

September 30, 2009 • 8 AM - 5 PM

IRWA Credits: 8 Hours

Prerequisites: It is highly recommended that participants successfully complete IRWA Course 501, *Residential Relocation Assistance*, and have a minimum of two (2) years actual field experience performing relocation assistance, prior to attending this class.

Course Description: *Advanced Residential Relocation Assistance* requires a thorough understanding of the relocation process. This course begins with an awareness exam; then, in case-study format, covers residential relocation issues. There is a detailed analysis of each case study so that participants understand the lead agency's theory behind its interpretation of the situation. Facts are applied in order to simulate a relocation that is consistent with the intent of the Uniform Act.

Course Tuition includes: Participant's Manual and Federal Register

Who should take this course: This course is designed for experienced right of way practitioners in the field of relocation assistance.

Class Location: Lakeview Hotel • Mackinac Island, MI • 800 207 7075 • Ask for the IRWA Room Rate of $110 + tax

Instructor: Lisa Harrison, SR/WA

For information, please contact: Jeffrey L. Jones, SR/WA • Right of Way Supervisor, Road Commission for Oakland County
2420 Pontiac Lake Rd. • Waterford, MI 48328 • 248 858 4783 / phone • 248 858 7607 / fax • jjones@rcoc.org / e-mail

Course #200

Principles of Real Estate Negotiations

November 2 & 3, 2009 • **2 days:** 8 AM - 5 PM DAILY • **IRWA Credits:** 16 Hours

Recommended Materials: *Successful Communication and Negotiation* – Textbook (separate purchase)

Course Description: This course presents a unique blend of the communication skills associated with successful, real-world right of way negotiations. With an emphasis on the practical as opposed to the theoretical, this course sets the stage for all IRWA Communication courses that follow.

Course Tuition includes: Participant's Manual

Who should take this course: This course is designed for all right of way practitioners and negotiators who would like to explore their negotiation skills, habits and styles to improve settlement rates of right of way acquisition.

Instructor: Roland Cilke, SR/WA

Course #400

Principles of Real Estate Appraisal

November 4 & 5, 2009 • **2 days:** 8 AM - 5 PM DAILY • **IRWA Credits:** 16 Hours

AQB Credits: The Appraiser Qualifications Board (AQB) has reviewed and approved this course for the following: 15 hours QE, 15 hours CE/E, 14 hours CE, Classroom through January 19, 2010

Course Description: This course introduces the principles of real estate and real property valuation to the participants. It is also a refresher course for the experienced right of way professional who would like to enhance his or her appraisal abilities. At the conclusion of this two-day course, participants will be able to: express an understanding of basic real estate terms and principles; demonstrate a basic knowledge of the valuation process and its components; discuss the definitions of and steps in each of the three approaches to value (cost, sales comparison and income capitalization); and solve problems that show an understanding of the three approaches to value. In addition, two case studies (residential and commercial) will be utilized throughout the course.

Instructor: David Maturen, SR/WA

Class Location for #200 & #400: Weber's Inn • Ann Arbor, MI • 3050 Jackson Road • 800 443 3050 • Ask for the IRWA Room Rate of $89 + tax

For information on Course #200 or Course #400, please contact: Laura Southwell, SR/WA • Washtenaw County Road Commission
734 327 6694 / phone • southwelll@wcroads.org / e-mail

SPECIAL CLASS NOTICE: *American Society of Appraisers – Detroit Chapter*

Overview and Market Trends of the Industrial Real Property and Machinery & Equipment Markets

October 23, 2009 • 11:30 AM – 3:30 PM • **Location:** City of Novi municipal building, 45175 W. 10 Mile Road, Novi

Contact Jan Ziozios with questions: 248 368 8804 / phone • jan.ziozios@bakertilly.com / e-mail

The Great Lakes State•ment is a publication for the members of Mi Chapter 7 of the International Right of Way Association (IRWA). Stories and articles of interest are encouraged. Please forward your submissions to:
Michael Oakes,
Newsletter Chair/Editor
517 788 2332
maoakes@cmsenergy.com
Linda M. Polo, Polo Design
Art Director/Editor
lmpolo@aol.com

Submissions for the November newsletter due by:
October 16, 2009

For information on IRWA Mi Chapter 7, please contact the Secretary:
Paul E. Sander, SR/WA
248 483 5100
sanderp@mi.gov

August 2009
VOL. 55 • NO. 04

Tim Davis
Commonwealth Associates
PO BOX 1124
Jackson, MI 49201

MICHIGAN Chapter Seven

IRWA
INTERNATIONAL RIGHT OF WAY ASSOCIATION

2009 Fall Education Seminar
Special Issue

Address Correction Requested

Michigan Chapter 7 • 2009 Fall Education Seminar • Registration Form

Registration Fee per person: $220.00 – IRWA members
$240.00 – non-members
$120.00 – Non-affiliated Spouses & Guest

please make checks payable to: *Chapter 7 IRWA*
mail to: Alicia Worthley SR/WA • 260 Bellevue Ave. • Clawson, MI 48017

name _____ IRWA membership number _____

company / agency _____

street address7 _____

city _____ state _____ zip _____

phone / work _____ phone / home _____

appraiser name as it appears on license _____ license # and type _____

real estate broker / salesperson name as it appears on license _____ license # and type _____

spouse / guest name _____

sub total _____ = total enclosed _____

Registrations and checks MUST be received by September 21, 2009

What:
2009 Fall Education Seminar

When:
September 30, October 1& 2

Where:
Lake View Hotel
Mackinac Island, MI

Register Today!
Use this Seminar Registration Form – Space is limited!

Special note for brokers, salespersons & appraisers!
It is extremely important that you use the name(s) **exactly** as it appears on your license(s) as well as the correct type of license and license number.