

Chapter 11 San Diego



April - May 2017

VOTING LUNCHEON

APRIL 19, 2017

Come vote on the **2017-2018 Slate of Officers** and learn about the **Mid-Coast Trolley Project** presented by Greg Gastelum, Principal Engineer, SANDAG.

"The Mid-Coast Trolley will extend Blue Line Trolley service from Santa Fe Depot in Downtown San Diego to the University City community, servicing major activity centers such as Old Town, UC San Diego, and Westfield UTC. Construction began in fall 2016 and service is anticipated to begin 2021."

Where? Handlery Hotel
950 Hotel Cir N, San Diego CA 92108

Registration: 11:30 a.m. - 11:45 a.m.
Luncheon: 11:45 a.m. - 1:00 p.m.

COST:

\$25/pp w/reservation; Non-members and walkups \$30 at the door

RSVP MUST BE RECEIVED by
2:00 p.m. on Friday, April 14, 2017

RSVP To Lida Jimenez: ljimenez@semprautilities.com
Or online at <http://www.irwa11.org/events/>

NO-SHOWS: IRWA is billed for meals based upon your reservation whether you attend or not. If you make a reservation and do not attend, you will be invoiced \$30 for the meal to recover costs. Thank you for your consideration.



Upcoming Events:

Luncheon:

April 19, 2017 — 11:45 a.m. to 1:00 p.m. at Handlery Hotel, 950 Hotel Cir N, San Diego

Executive Board Meetings:

April 27, 2017 — 12:00 noon to 1:00 p.m. at the SD County Water Authority, 4677 Overland Drive, San Diego

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IRWA President's Message

Happy Spring to all Chapter 11 Members!

As we progress out of winter and rainy weather into spring with its longer days, I have noticed numerous construction projects and other activities throughout the county. On more than one occasion I have been routed around construction activities either by closed road signs or by construction workers holding up directional signs.

The detours we encounter can sometimes be quite an inconvenience, especially if we are pressed for time. Driving over steel plates or navigating roads that have been rutted by heavy construction equipment can wreak havoc on tires and cause our cars to shake, rattle and roll!

I can't count the number of times I have been detoured over the past six months when traveling on Balboa Avenue as it crosses under Morena Boulevard. SANDAG is in the middle of constructing the Pacific Beach Station along the route of the Mid-Coast Trolley. This newest segment of the Trolley will travel from Old Town through UCSD and terminate at University Towne Center.

Please join your friends and colleagues at our April luncheon for a presentation from the SANDAG staff on the latest updates on project construction, property acquisitions and the anticipated completion date of the Mid-Coast Trolley.

Also being held at the April luncheon will be the election of Chapter 11 Board Officers for the 2017-2018 year. I look forward to seeing everyone then.

It's YOUR newsletter ... Be a part of it!

This month we are happy to present articles

If you want to contribute an article you've written, have photos, want to suggest a possible topic or project to be covered, have event or general announcements, or are available to be interviewed for our "Meet Your Colleague" feature, please email newsletter editor Sarah Bottom at:

sbottom13@gmail.com or text to 760.846.2945 ... any time!

Help us make the newsletter your voice as well as your source for info.

2017-2018 SLATE OF OFFICERS

It's that time of the year to vote for the 2017-2018 slate of officers. Anyone who is interested in serving as an officer and is not one of the current candidates (see below), may run-from-the-floor at the April general membership meeting if they satisfy the following criteria:

- Must be a member in good standing with Chapter 11.
- Must be present at the April luncheon meeting to announce your candidacy.



Paper ballots vs. showing of hands shall be the procedure for members to cast your vote. If no one runs from the floor then the officer candidate will be voted in by Acclamation.

Chapter 11's 2017-2018 Nominated Slate of Officers is as follows:

Fred Clark, SR/WA, International Director—Clark Land Resources, Inc.

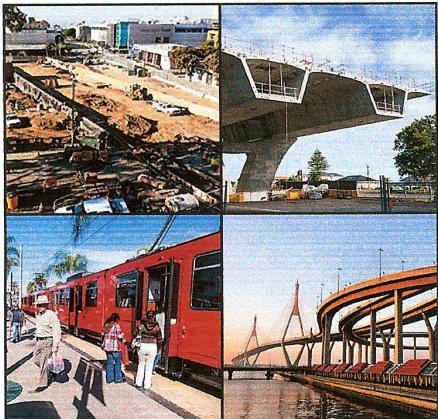
Nick von Gymnich, SR/WA, International Director—San Diego County Water Authority

Fred Clark, SR/WA, Incoming President and International Director—Clark Land Resources, Inc.

Nick Von Gymnich, SR/WA, Incoming Vice President—San Diego County Water Authority

Eric Schneider, MAI, ASA, Incoming Treasurer— Jones, Roach & Caringella, Inc.

Lauren Kodama Roenicke, Incoming Secretary—Rincon Consultants, Inc.



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San Diego Education Opportunities—2017

Would you like to be a part of Chapter 11's success?
Would you like to attend IRWA courses at no cost?
Chapter 11 is now accepting Course Coordinator applications.

Any time you have any questions, feedback to share, or would like more info about scheduled courses, OR about coordinating a class, contact Hugh Rowles, Education Chair, at (714) 316-4548 or by email at irwachapter11education@gmail.com

900 - Principles of Real Estate Engineering - April 6-7, 2017 (2 days)

Instructor: Steve Schmitt SR/WA

With the use of lecture, questions and answers, exercise methods and graphic illustrations, participants in this course will learn how to use engineering tools and will gain basic skills in reading and interpreting information contained on engineering plans. Participants will also learn how to read, understand and plot simple descriptions using the most common methods of property descriptions.

400 - Principles of Real Estate Appraisal - May 4-5, 2017 (2 days)

Instructor: Jeffrey D. Swango SR/WA

This course enables participants to demonstrate a basic knowledge of the valuation process and its components. Two case studies (residential and commercial) are utilized throughout the course.

(continued on next page)

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San Diego Education Opportunities: 2017

SR/WA Review Study Session & Exam - June 5-7, 2017 (3 days)

Instructor: Carol L. Brooks, SR/WA

This three (3) day seminar is designed to prepare Candidates to take the SR/WA Comprehensive Examination by reviewing the seven (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. The Comprehensive Exam (United States version) will be administered at the conclusion of the review session, in the afternoon of the third day, and covers the seven (7) core disciplines: Engineering, Law, Negotiation, Valuation, Environment, Relocation, and Asset Management.

213 - Conflict Management - August 9, 2017 (1 day)

Instructor: Carol L. Brooks, SR/WA

This course presents specific methods for reaching collaborative solutions and minimizing negative aspects of conflict while maximizing benefits of resolving conflict. During this course, participants will learn how effective conflict management can open doors to healthier workplace relationships and more productive working relationships with both property owners as well as the general public.

209 - Negotiating Effectively with a Diverse Clientele - August 10-11, 2017 (2 days)

Instructor: Carol L. Brooks, SR/WA

This course explores the processes, dynamics, challenges and opportunities involved when negotiating with a diverse clientele, with the goal of maximizing each participant's personal negotiating power and effectiveness. Participants will increase their cultural awareness and sensitivity, gain awareness of different negotiation styles, learn intercultural communication skills for resolving conflicts and will be exposed to collaborative negotiation for reaching mutually satisfying agreements with people of diverse backgrounds. Participants will also gain a greater understanding of the causes and roots of misinterpretation, which can cause cultural collisions due to factors such as: the dynamics of communication, behavioral prescriptions, assumptions, perceptions, values, reasoning styles, attitudes, language, social relations, ethnocentrism, ambiguity, orientations and patterns, formality, emotion, different values, attitudes and reasoning styles and their relationships to communication and negotiation.

219 - Introduction to Presentation, Instruction and Facilitation - September 18-19, 2017 (2 days)

Instructor: Carol L. Brooks, SR/WA

This course provides participants with an understanding of presenting, instructing and facilitating; an opportunity to develop or enhance presentation, instruction and facilitation skills; personal and professional development, and a venue during which to assess personal skills and abilities before expressing an interest in becoming an IRWA Instructor or a Conference presenter. At the conclusion of the course, participants will have learned about, developed, and demonstrated presentation, instruction and facilitation techniques.

205 - Bargaining Negotiations - October 5-6, 2017 (2 days)

Instructor: Carol L. Brooks, SR/WA

This course provides an overview of the steps involved in bargaining negotiations, how to determine whether negotiations are progressing in a bargaining or problem-solving mode and the specific skills and attitudes required of successful bargainers.



THE CAP RATE - A POTENTIAL VALUE TRAP

By Chuck West, Esq., CCIM

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Originally Published October 2014 in the "WestLine News"

A capitalization rate or "cap rate" is a common method of valuing income producing property. It is commonly calculated by dividing a property's annual "net operating income" by its "market value." Hence an apartment complex having an annual net operating income of \$100,000 and a value of \$1,250,000 would have a cap rate of 0.08 or 8%. Using this rate with closed sales of "similar" apartment projects an appraiser or investor could compute the value of another property by applying the rate of 8% to the annual net operating income the property under consideration.

In common terms a cap rate could be compared to the savings rate on a passbook bank account where the savings account balance is equivalent to the value of the apartment complex in the above example and the simple interest earned per year is equivalent to the net operating income. Hence a passbook savings account with a \$1000 balance yielding 5% annual simple interest (remember those days?) would have a net income of \$50 per year. A higher cap rate is associated with a higher risk that an investment might not yield the expected return or net income.

The deficiencies of using a cap rate are many. The primary problem is based upon the fact that the net income used is generally that of the prior year or in some cases the prior year projected higher by a factor of expected increases in gross income and/or expected decreases in expenses where net operating income (NOI) is gross operating income less operating expenses (assuming a property is owned free and clear of debt). If the actual NOI is less than that which is projected one will in effect have paid too much for the property.

Likewise the NOI as projected forward should only include operating expenses not capital improvements. Many sellers find that expensing capital improvements gives them favorable income tax treatment but then fail to back out the capital improvements from the NOI when marketing a property. This can hurt the seller in that the NOI will appear lower than it is and therefore the value might appear lower to a prospective buyer or lender.

A better yet more complicated tool for analyzing income property values is the internal rate of return (IRR) which measures the return of and on investments and takes into consideration the present value of an income stream over the life of an investment and computes the impact of initial investments, subsequent investments, income taxes and ultimately the net sales proceeds after the expected holding period.



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HAPPY BIRTHDAY

IRWA Chapter 11 Members' Birthdays

April 2017

Mel Barosay, SR/WA
Susan M. Cope
Dennis Daley
Ellen R. Duya
Mike Flanagan, SR/WA,
R/W-NAC
Donna Fritts
Daniel R. Furr
Troy Anthony Goodenough, Sr.
Charles D. Gray
David C. Hall
Michael C. Hardesty
Mike Harris, R/W-NAC
Steven A. Heise
John M. Hutter, SR/WA
Bianca K. Lee-Cristaldi
Francesca Pham
Kelsey A. Powell



June 2017

Dennis Alviso
Deborah Ann Bailey
Bruce Beach
Rob Caringella
Halbert C. Casey
Walt E. Evans, III, SR/WA,
R/W-RAC, R/W-NAC
Sean P. Quinn
Bill Rose
Patrick J. Ryan
Diane Schooler
James Shepard
Lidia Sosinsky
Mickey Zeichick, SR/WA



May 2017

William Anderson
Vladimir Balotsky, SR/WA
John Berggren
Gerry C. Canfield, SR/WA
Susan C. Diekman
Sandra Durbin, SR/WA
Colleen E. Fino, SR/WA
Pete Golding
Amanda R. Jones
Daniel Kackert
Debra S. Lundy, SR/WA, R/W-NAC
Vince McCaw, SR/WA, R/W-RAC
Alex K. Mockus
Patrick Nash, SR/WA, R/W-AMC
Scott Noya
Tiffany Pichardo (Clark)
Hugh W. Rowles
Jennifer L. Smith, SR/WA
Kristen Steinke-Combe
Nicolaus Von Gymnich, SR/WA
William (Bill) Yee, SR/WA

July 2017



Antonio Barragan
James Brabant
Roger Bush, SR/WA, SRA, MAI
Jeffrey K. Davis
Cecilia Echeverria, SR/WA
Lucy Galvin, SR/WA, R/W-EC
Carmela Gutierrez
Carl Harry
Kathleen Hider, SR/WA
Ian S. Hodgson
Lida F. Jimenez, SR/WA, R/W-RAC
Rosa A. Jones
Stephen Kiley, SR/WA
Corbin M. White

*Sorry if we missed your April, May, June or July birthday,
but it's because we don't have that information in our
records. You can update our info with Carole Herrin at:
c-pherrin@msn.com ... and we'll put a candle on the cake
for your next birthday!*

INTERNATIONAL NEWS



June 11 - 14

Conference Location:

*Anchorage Dena'ina Center (General Sessions, Meal Functions, Educational Sessions)
600 W. Seventh Avenue
Anchorage, AK 99501
Tel: (907) 263-2850

Conference Dates:

Sunday, June 11, 2017 – Wednesday, June 14, 2017

Registration Rates (all rates are listed in US\$)

	By March 10	March 11 - April 28	After April 28
Member - Full Registration	\$525	\$625	\$700
Non-Member - Full Registration	\$625	\$725	\$800
Daily Registration (per day)	\$225	\$250	\$275
Companion	\$250	\$250	\$300

Full Registration Package includes:

- Educational breakout sessions (Monday – Wednesday)
- Opening Ceremony/General Session (Sunday)
- Networking Welcome Reception (Sunday)
- Awards Luncheon (Monday)
- SR/WA Recognition Breakfast (Tuesday)
- Installation Reception/Banquet/Dance (Wednesday)
- Meeting Breaks (Monday – Wednesday)
- Continental Breakfasts (Monday & Wednesday)
- IRWA Expo (Sunday & Monday)

Companion Registration Package includes:

- Opening Ceremony/General Session (Sunday)
- Networking Welcome Reception (Sunday)
- Awards Luncheon (Monday)
- SR/WA Recognition Breakfast (Tuesday)
- Installation Reception/Banquet/Dance (Wednesday)
- Continental Breakfasts (Monday & Wednesday)
- IRWA Expo (Sunday & Monday)

Daily Registration Package includes:

- Educational Breakout Sessions
- Continental breakfasts and meeting breaks
- IRWA Expo
- Sunday daily registration includes Opening Ceremony/General Session and Networking Welcome Reception
- Monday registration includes the Awards Luncheon (Note: A One day conference registration for Monday does NOT include the Monday Night Event).
- Tuesday registration includes the SR/WA Recognition Breakfast (Note: A One day conference registration for Tuesday does NOT include the Tuesday International Luncheon).
- Wednesday registration includes the Board of Directors' Meeting (Note: A One day conference registration for Wednesday does NOT include the Installation Reception/Banquet/Dance).

PLEASE MAKE THESE CORRECTIONS/ADDITIONS TO YOUR 2016-2017 ROSTER:

Please make the following corrections to your roster:

GEITZ, Stephen L., SR/WA, R/W-EC 619-669-8159
8720 Highwood Drive
San Diego, CA 92119-1413 sgeitz1@cox.net

MC CAW, Vince, SR/WA, R/W-RAC 760-839-4034
Real Property Manager
City of Escondido
201 N. Broadway, City Hall, First Floor
Escondido, CA 92025 vmccaw@escondido.org

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**ALL CORRECTIONS
ARE UNDERLINED**
• • • • • • • • • • • • •

All corrections are underlined

Please add the following new members to your Roster:

GOODENOUGH, Troy Anthony, Sr. 619-888-7955
San Diego Gas & Electric Company
1134 Far Valley Road
Campo, CA 91906
..... tgoodenough@semprautilities.com

HUCUL, Mike 616-828-9533
Broker
Hucul Realty
P. O. Box 2638
San Marcos, CA 92079 hucul@sbcglobal.net



Please add the following reinstated member to your Roster:

MAC KENZIE, B. Lane 619-990-2057
6657 Ridge Manor Avenue
San Diego, CA 92120 6657lane@gmail.com



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California to Consider Significant Change to Eminent Domain Law Regarding a Condemnee's Right to Recover Litigation Expenses

by David Graeler, Esq., Partner, Nossaman LLP

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On February 9, 2017, California Assembly Member Phillip Chen (a Republican from the 55th district) introduced Assembly Bill 408 (AB 408). AB 408 is styled as an “act to amend Section 1250.410 of the Code of Civil Procedure relating to eminent domain.” There is very little history available on AB 408 and it appears that the next action is for it to be heard in committee on March 12, 2017. If AB 408 is ultimately approved in its current form, it would radically change the standards by which courts decide whether or not to award litigation expenses in eminent domain actions. This, in turn, could drastically impact public projects in California because property owners may have less incentive to settle pre-litigation or during early litigation. This could lead to increased costs, more trials, less judicial discretion, and more opportunity for mischief. Fundamentally, it could cause right-of-way costs to go up dramatically and projects may take longer to build.

Current Law

Currently, Code of Civil Procedure section 1250.410 enables a condemnee to recover litigation expenses (including attorneys' and experts' fees) only if a court finds that the condemning agency's final offer of compensation was unreasonable and that the final demand of the condemnee was reasonable viewed in light of the evidence admitted at trial and the compensation awarded in the proceeding. Section 1250.410 was originally enacted by the California Legislature in 1975. In the time that section 1250.410 has been on the books, a body of case law has developed that instructs a trial court to define reasonableness by looking at (1) the amount of the difference between the offer and the compensation awarded, (2) the percentage of the difference between the offer and the award, and (3) good faith, care, and accuracy in how the amount of the offer and the amount of the demand, respectively, were determined. (*Los Angeles County Metropolitan Transportation Authority v. Continental Development Corp.* (1997) 16 Cal.4th 694.)

In other words, the California Legislature trusted the courts to not only look at the numbers but also to look behind the numbers. It also imposed on a condemnee the obligation to make its demand in good faith and with care and accuracy. The idea that final offers that are less than 90 percent of the compensation awarded are *per se* unreasonable is an entirely new concept in California. Indeed, prior to *Continental Development* (which requires an analysis of good faith, care and accuracy), appellate courts at times applied a bright line numeric test. At least one court actually performed a survey of appellate cases and noted that “final offers which are 60 percent or less of the jury's verdict are found to be unreasonable while offers which are above 85 percent have been considered reasonable *per se*.” (*People ex rel. Dept. of Transportation v. Yuki* (1995) 31 Cal.App.4th 1754, 1764.)

Changes Proposed by AB 408

AB 408 proposes to change section 1250.410 by essentially establishing a bright-line mathematical test. If the condemnor's offer is lower than 90 percent of the compensation awarded in the proceeding, the court shall award litigation expenses. If the court finds that the condemnor's offer was at least 90 percent and less than 100 percent of the compensation awarded in the proceeding, then litigation expenses may be awarded by the court. In other words, the court only has discretion when the ultimate compensation awarded is not more than 10 percent of the condemnor's final offer. Presumably, the trial courts would then be able to look at the good faith, care, and accuracy of the offer and demand. Notably, if the condemnor's offer is lower than 90 percent of the compensation awarded in the proceeding, the condemnee's final demand would appear to be irrelevant to the determination.

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Is AB 408 a Good Idea?

In order to assess the possible impacts caused by new legislation, it is often good to look at the proponents of the new law. Assemblyman Chen represents the 55th district, which encompasses parts of Los Angeles, Orange, and San Bernardino counties. Prior to being elected to the state assembly, he was a school board trustee for the Walnut Valley Unified School District. In other words, he worked for a public agency. His website, however, indicates that he is currently a small business owner who owns and operates a property management company overseeing commercial and residential properties. As more details emerge concerning AB 408, it will be interesting to see who is supporting it monetarily. As they say, "follow the money."

For now, I provide my thoughts based on my experience as an eminent domain practitioner in California. One of the common questions we should always ask when it comes to public projects and eminent domain is whether society is placing too large of a burden on an individual citizen in order to promote the general welfare. Naturally, there are constitutional, statutory, and regulatory protections to afford condemnees with just compensation and rights to relocation assistance. But it is good to ask whether these protections are doing enough.

In my experience, section 1250.410 has worked well for many years to ensure that public agencies do not unreasonably "low ball" their final offers. It also ensures that property owners meet agencies half way by structuring their offers in good faith and with care and accuracy. This seems like the best way to promote settlement. AB 408 would appear to go too far in giving rights to condemnees. To best illustrate this, I'll provide three personal anecdotes.

The first involves an eminent domain action that I took to trial roughly 15 years ago. I represented the public agency in the case. The condemnee was a business tenant who was seeking compensation for lost business goodwill. The agency's expert believed that the business lost \$75,000 due to the taking. Conversely, the business's expert opined that there was a goodwill loss in excess of \$1.5 million. The agency's final offer totaled \$150,000 and the condemnee's final demand totaled \$700,000. The jury's verdict awarded compensation of \$298,000. Clearly, the jury believed the agency's position was far more credible and its verdict resulted in the agency paying far less than the condemnee's final demand. The Court in this case denied litigation expenses because it found that the agency made its offer in good faith and with care and accuracy. Under AB 408, the agency's offer was only 50 percent of the compensation awarded, so the condemnee would have recovered its litigation expenses. Settlements are a two-way street. If a condemnee does not make a reasonable demand, it is forcing the case to go to trial. Should the condemnee be entitled to its litigation expenses under those circumstances?

In another trial involving a business's claim for loss of goodwill, my client prevailed at trial where the business received no compensation because it failed to prove its entitlement to compensation. The case was procedurally unusual because the court rendered its decision on goodwill entitlement after there had been a jury trial on compensation. The jury's verdict was higher than the business's final demand. Had there been no legal issue on entitlement, the business clearly would have been entitled to its litigation expenses. The trial court's decision on entitlement was later reversed on appeal, which meant the jury's verdict on compensation was reinstated. The business then filed a motion to recover its litigation expenses. While the agency's position on entitlement was wholly reasonable (indeed, it was accepted by the trial judge) and, thus, reflected in its final offer, the business was still awarded its litigation expenses. The court was able to use its sound discretion to look behind the numbers and to factor into consideration the total situation to arrive at what it believed was an equitable result.

More recently, I had a trial involving a goodwill claim that was made by a fast food restaurant. Once again, I represented the public agency in the case. The agency's expert believed the restaurant did not lose any goodwill. The business's expert testified that it would lose \$550,000 in goodwill. The agency's final offer totaled \$30,000, and the business's final demand actually exceeded \$550,000 because it included numerous items that were not compensable under California law. In other words, the agency was presented with a choice of: (a) paying more than the best the business could hope for in trial, or (b) trying the case. This wasn't a difficult decision. The jury's verdict ultimately awarded the business \$50,000. This was less than 10 percent of the business's total claim and even less than its final demand. But it was also 40 percent higher than the agency's final offer. Under AB 408, the business would have automatically been entitled to its litigation expenses. Under existing law, our trial judge denied the request by using her sound discretion. Clearly, the agency's offer was made with far greater care and accuracy than the condemnee's.

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Final Thoughts

From a policy standpoint, a fundamental question that must be answered by our Legislature is whether it wants to eliminate virtually all discretion from the judiciary to reach a fair and equitable determination concerning litigation expenses. Generally speaking, this is not a good idea. Judges are in the best position to assess the facts and circumstances of a particular case to ensure that justice is achieved.

AB 408 carries a real risk that condemnees will simply refuse to make a reasonable final demand because their demands may be ignored if they beat the agency's final offer by 10 percent. Because jurors tend to compromise verdicts in eminent domain actions, we will likely see larger and larger claims for compensation because public agencies will have to effectively "split the baby" in order to avoid liability for litigation expenses. Even a relatively small partial acquisition of agricultural land worth \$20,000 to widen a highway could result in wildly high claims for compensation because the property owner need only convince a jury to award 10 percent more than the offer in order to recover legal fees. Thus, instead of paying a nominal sum for the property, the agency may have to pay substantially more than the property is worth. These problems will likely be compounded by the reality that many, if not most, condemnees engage their counsel on contingency fees. Thus, there is very little downside for a condemnee to "roll the dice". The net impact is that public projects will become far more expensive to build because public agencies will have to offer far more money for claims that have no merit.

If the California Legislature wants to award litigation expenses in eminent domain actions more frequently, there must be a better way to achieve that goal.

Mr. Graeler can be reached at dgraele@nossaman.com.



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Certified General Appraiser

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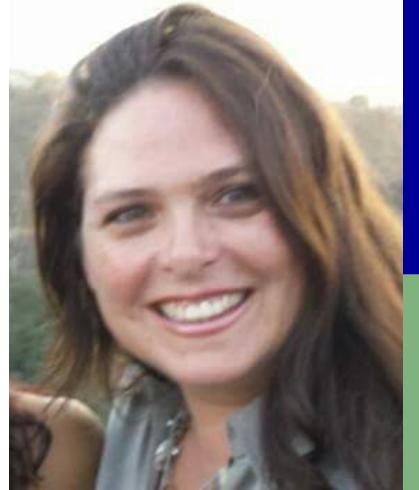
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Meet Your Colleague

This month we hear from member **Julie Blackman, Project Manager** with Clark Land Resources, Inc. Julie has been in the ROW industry for 13 years and at her current position for 3 1/2 years. Here in her own words, is a personal sketch of our colleague, Julie:



What are your current job responsibilities?

My primary responsibility as project manager of the Land portion of SDG&E's Fire Risk Mitigation (FiRM) Project is to coordinate the various efforts of our team. We have researched and analyzed the existing land rights of thousands of poles and acquired over 250 easements & amendments over the past 3 years. I worked with our team to establish processes, templates and tracking standards that allow us to process a very high volume while ensuring that SDG&E's Land Services and Legal Department's standards and requirements are adhered to

What has been your favorite project you have been involved with?

Definitely the FiRM program because we built the Land portion of the project from the ground up. Over the years we have had to re-evolve it to meet the changing needs of the project and the other disciplines like design and construction. When I first started on the project they thought they would only need one person 20 hours per week to provide some interpretations of existing land rights but as the scope of the project changed we adapted our processes to provide research, interpretation, customer contact during initial survey activities and eventually acquisition. Adapting to these changes has been at times stressful but overall it has been exciting and very rewarding.

What path did you take to arrive in the ROW industry?

I am a licensed engineer and in 2004 I was assigned to provide some plan review at the San Diego County Water Authority where I had my first exposure to the ROW industry. Under Bill Rose, Fred Clark, Tad Brierton and the entire ROW Department I learned how to interpret easements, prepare permits and easements, and protect the Water Authority's easements and facilities. I really enjoy being able to use my engineering knowledge to serve the ROW interests of our clients.

What hobbies or activities do you enjoy outside of work?

I love genealogy and history. I love researching family history, writing biographies of prominent ancestors and learning more about the times that they lived in. When I was young I would spend a large portion of my summers with my grandparents and they would take me on road trips to see where they grew up in Missouri. And every year my grandpa would have a headstone in the trunk to take to the old family cemetery to be placed on one of our ancestor's graves. They would tell me family stories the whole time and I think that's when I fell in love with genealogy and history.

What is your ideal vacation destination?

Just about anywhere south of the border but my favorite would probably be the Yucatan Peninsula in Mexico. As long as we can hike through the jungle to explore ruins and still get in some relaxing beach time.

If you could try another job for a day what would it be?

I would love to be an archaeologist for a day. How fun would it be to pull history from the ground and try to figure out what that tells us about the people that left it behind?

Whom do you admire and why?

Martin Luther King Jr has always been one of my biggest heroes. I really look up to people who stand up for what's right, no matter what it may cost them. I hate injustice and love to see people fight that injustice with kindness and nonviolent protest. I was able to visit the MLK memorial in DC a couple years ago and reading all of his quotes and seeing that great monument was a very moving experience.

Meet Your Colleague cont.

Julie Blackman, Project Manager with
Clark Land Resources, Inc..

Tell us about an experience you consider part of your 15 minutes of fame.

When we bought our first home several years ago, after the market had dropped quite a bit, we were interviewed by the Union Tribune for an article on how lower housing prices were allowing more people to enter the housing market. Later we got a call from Good Morning America who wanted to interview us for the show. Thank goodness we were out of town and didn't get the message until it was too late. My husband Roy would have loved it but I get very nervous in front of a bunch of people much less the entire country.

Is there a ROW/public improvement project you would like to see developed in the region?

I think it is really important for San Diegans to invest in our city and the convention center expansion is one of the best ways to do that. People who come here for business discover what a great city this is and decide to come back with the family, if they didn't bring them in the first place.

Is there any one question in particular that you would like to ask your ROW colleagues?

With the ever changing world of technology, how have you adapted and used these new tools to assist with tasks that in the past were technology free?

Do you have any advice to newly hired ROW professionals?

Yes, be a giant sponge and join and participate in the IRWA. There are so many experienced professionals in our region and I have been so lucky in my career to work with a few of them. The IRWA classes will give you such a great backbone of knowledge but it's the experiences and know-how of these seasoned professionals that will help you to really understand the ROW industry and help you to develop your own style.

The advertisement features a large background image of a road leading into the distance under a cloudy sky. In the upper left, the company logo 'OPC' is displayed above the text 'OVERLAND PACIFIC & CUTLER, INC.'. To the right, the company name 'Overland, Pacific & Cutler, Inc.' is written in large letters, with 'real estate and right of way services' in smaller text below. A contact box on the right contains the text 'Contact Us' and the phone number '800.400.7356'. On the left, a vertical sidebar lists 'Industries Served:' with four categories: 'Transportation', 'Housing & Development', 'Energy & Utilities', and 'Public Sector'. At the bottom, the text 'Visit our new website at: <http://www.OPCservices.com>' is displayed.

EDUCATION LUNCHEON



Speakers:

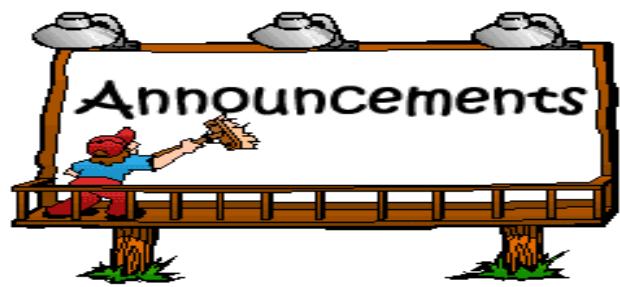
Kevin Hunt, Cultural Resources Project Manager and
Amber Bruno, Biological Resources Manager
Rincon Consultants

Recent changes in CEQA and changes in the jurisdictional waterways - how these changes will impact public projects.



CALENDAR OF UPCOMING CHAPTER 11 MEETINGS FOR THE 2017 YEAR:

- April 19 Chapter Luncheon
Handlery Hotel & Resort –
11:30 a.m. to 1:00 p.m.
- April 26 Chapter Board Meeting
SD County Water Authority offices
12:00 p.m. to 1:00 p.m.
- May 24 Chapter Board Meeting
SD County Water Authority offices
12:00 p.m. to 1:00 p.m.
Chapter Luncheon
- August 15 Chapter Luncheon
Handlery Hotel & Resort –
11:30 a.m. to 1:00 p.m.
- August 22 Chapter Board Meeting
SD County Water Authority offices
12:00 p.m. to 1:00 p.m.
Chapter Luncheon
- September 22 Chapter Board Meeting
SD County Water Authority offices
12:00 p.m. to 1:00 p.m.



****APRIL****
WEAR YOUR
IRWA BADGE TO HAVE AN EXTRA
OPPORTUNITY TO WIN AN
ATTENDANCE PRIZE!*

* Replacement badges are now \$12.50, please contact Eric Schneider, Membership Co-Chair for assistance: eric@jrcvaluation.com

** Lost one/Can't find it? Check the table at the beginning of the February luncheon for "Lost and Found" badges!!

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Chapter Bulletin Board

SHARE YOUR EXCITING NEWS
WITH US!!

MEMBER NEWS!!

Secretary nominee Lauren Kodama Roenicke and husband Lance welcome new baby! Emma was born 2/15/17 at 12:07pm a 6lbs 12oz & 20 1/2" long!



Thank you Lisa Murphy for the beautiful San Diego Skyline photo that graces our cover page!!



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EXECUTIVE BOARD MEMBER:

Past President:	Cynthia Colburn, SR/WA	cyncolburn@gmail.com
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STANDING COMMITTEES:

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(Committee Members: Kathleen Hider, SR/WA and Nick von Gymnich, SR/WA)		

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