

Chapter 11 Newsletter

February - March 2018



How to Stay Cool in the Heat of Conflict

Presented By: Carol Brooks, SR/WA



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 then when we first got into it?

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

When? FEBRUARY 21, 2018

Registration: 11:30 a.m. - 11:45 a.m.

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

COST:

\$25/pp with reservation; Non-members and walkups \$30/pp

RSVP MUST BE RECEIVED by:

2:00 p.m. on Friday, February 16, 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:

February 21, 2018—11:30 a.m. to 1:00 p.m. at
Handlery Hotel, 950 Hotel Cir N, San Diego

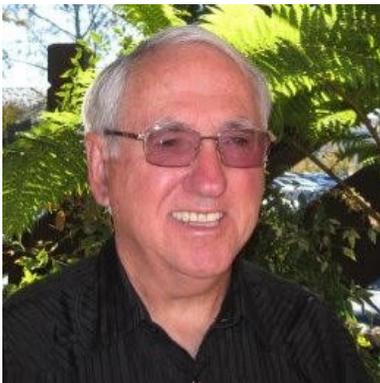
Executive Board Meetings:

February 28, 2018—12:00 noon to 1:00 p.m. at
the SD County Water Authority,
4677 Overland Drive, San Diego

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President Fred Clark, Sr., SR/WA

February — March 2018



President's Message

Now that the Holiday luncheon is behind us, we look forward to the Educational Conference in Edmonton, Alberta, Canada. If you have never been to a conference I encourage you to attend one! Not only are there sessions in which you learn more about what we do but there is great networking with other professionals. Meeting others who perform some of the same tasks that you do provides a chance to ask questions of them and perhaps hear of solutions to your questions. If you do attend the conference I ask that you share your experience with the Chapter via an article in our Newsletter. If you are planning on attending the conference in Edmonton and have not made your reservations, I would strongly recommend you do so now.

If you cannot attend a conference, I would recommend using this same logic in attending the Chapter Luncheons and getting involved in the Chapter. As I have said many times, this Chapter is very strong in that its members are very experienced and knowledgeable. The Chapter itself and its members are a positive example for others. So, how do we encourage our members? One way of doing this is to take advantage of our Committee Chairs. They are professionals in the area in which they Chair. Please reach out and meet with the Chair that could answer any questions that you might have.

As I look forward to Edmonton I realize that my time as your Chapter President is coming to a close. I ask each one of you to contact me and let me know what we could do to make this an even better Chapter than it is. I ask that you consider being a Chair for one of the Committees, becoming a Board member, being a speaker at one of our Luncheons.

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San Diego Education Opportunities: 2018



Sign up as a Course Coordinator today to become eligible for free classes.

For information on becoming a Course Coordinator, please contact Education Chair Bethanee Lussier at: bethanee.lussier@clarklandresources.com

February 5, 2018 (1 day) - Course 102 Elevating Your Ethical Awareness

- Instructor: Lora Gunter, SR/WA

This course is intended to help resolve ethics and compliance issues by providing the information, tools and resources necessary to make good decisions. Participants will leave this course with an overview of IRWA's Code of Conduct, Rules and Standards. These are what guide us and provide an understanding of how to apply this knowledge in serving our clients and members in the utmost ethical manner while always striving to fulfill our purpose of "improving the quality of people's lives through infrastructure development."

February 6, 2018 (1 day) - Course 802 Legal Aspects of Easements

- Instructor: Lora Gunter, SR/WA

In this course, terminology and concepts are brought to life with examples and exercises. By gaining a thorough understanding of all relevant legal considerations, right of way professionals become better equipped to avoid future problems in the appraisal, acquisition and management of easements.

Continued on page 4.



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INTERNATIONAL REAL ESTATE CONSULTATION AND FORENSIC VALUATION

San Diego Education Opportunities: 2018

March 8-9, 2018 (2 day) - Course 100 Principles of Land Acquisition

- Instructor Carol L. Brooks, SR/WA

This course outlines real estate law terms and concepts. Participants will gain awareness of environmental issues, learn the methods of acquiring and transferring title to realty, three views of engineering plans and the fundamentals in property description systems. Topics also include the requirements of a valid contract, information on easements, deeds, leases, the appraisal process, successful negotiations, and relocation requirements involved with property acquisition and management.

April 5, 2018 (1 day) - Course 600 Environmental Awareness

- Instructor Fred Walasavage, SR/WA

This course provides basic principles of ecology, history of the environmental movement, a review of federal/state/local environmental legislation, the right of way professional's role in the environmental process, and mitigation of environmental impacts. Participants will become familiar with environmental issues and problems facing companies and agencies acquiring or managing real property and rights of way, will learn various environmental issues and the mitigating measures used to decrease environmental impacts, and will gain increased awareness of environmental laws, regulations and associated regulatory agencies.

April 6, 2018 (1 day) - Course 604 Environmental Due Diligence and Liability

- Instructor Fred Walasavage, SR/WA

This course provides the right of way professional with an understanding of the environmental due diligence components. Participants learn to recognize when a due diligence report should be ordered, as well as how reports should be analyzed.

May 7-9, 2018 (3 day) - Course 201 Communications in Real Estate Acquisition

- Instructor Carol L. Brooks, SR/WA

Utilizing self-learning exercises, role-playing and simulations of actual acquisition interviews, this course helps to instill confidence in participants and to enhance their communication/negotiation skills. Participants are given the opportunity for extensive individual participation, and are encouraged to experiment with the practical application of communication concepts and skills presented and discussed. Following the self-learning exercises and role-playing sessions, participants receive feedback regarding what they are doing effectively, as well as the areas in which they are in need of improvement.

June 6-8, 2018 (3 day) - SR/WA Comprehensive Review Study Session & Exam

- 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.

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Chula Vista, Ca. 91914

San Diego Education Opportunities: 2018

July 12-13, 2018 (2 day) - Course 700 Introduction to Property Management

- Instructor Georgia Snodgrass, SR/WA

This course addresses all major aspects of property and asset management. Participants will learn how to establish a cost-effective management plan that increases profitability, conserves resources and reduces risk exposure for properties managed.

August 6-7, 2018 (2 day) - Course 200 Principles of Real Estate Negotiation

- Instructor Carol L. Brooks, SR/WA

This course focuses on a unique blend of the communication skill associated with successful, real-world right of way negotiations. With an emphasis on the practical as opposed to the theoretical, participants will explore their own negotiation skills, habits and styles with the goal of improving settlement rates of right of way acquisitions.

September 13-14, 2018 (2 day) - Course 400 Principles of Real Estate Appraisal

- Instructor Jeffrey 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.

October 4-5, 2018 (2 day) - Course 205 Bargaining Negotiations

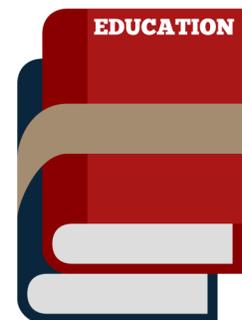
- Instructor Carol L. Brooks, SR/WA

This course teaches the skills required to win at bargaining negotiations. Problem-solving negotiations are widely accepted as the preferred type of negotiations. However, successful acquisition professionals must be effective at both bargaining and problem-solving negotiations so they are thoroughly prepared in the event that they encounter an attorney or property owner who insists upon a hard bargaining stance.

November 8-9, 2018 (2 day) - Course 215 Right of Way Acquisition for Pipeline Projects

- Instructor Fred Clark Sr. SR/WA

This course is designed specifically for right of way professionals working in the pipeline industry but useful for any linear right of way acquisition program, including electric transmission lines. This comprehensive course emphasizes areas of pipeline right of way acquisitions that benefit both executive and entry level professionals. In addition to the topic chapters listed below, participants will receive sample checklists, charts, forms, reference lists, facts sheets, glossary of pipeline related words, and sample correspondence letters, all of which are designed to help the pipeline professional.



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Depositions of Pre-Condemnation Appraisers for a Right to Take Trial

*By: Christopher M. Pisano
Partner, Best Best & Krieger LLP*

California law requires condemning agencies to make an offer of just compensation to a property owner before adopting a resolution of necessity and initiating an eminent domain lawsuit. The offer must be provided with a written summary identifying (1) the date of value, (2) the highest and best use and zoning of the property, (3) the principal sales transactions, (4) cost or capitalization analyses, when applicable, and (5) calculations and a narrative for any damages and/or benefits. (Gov. Code § 7267.2.) These offers and written summaries are, of course, based on appraisals that agencies perform, either in house or through a retained appraiser. The purpose of this law is to promote negotiation over litigation. However, if negotiation is unsuccessful and litigation ensues, can the property owner take the deposition of the appraiser who performed the pre-condemnation appraisal? There is nothing in the law that prohibits a property owner from doing so, and many owners' attorneys now are taking such depositions as part of a challenge to the agency's right to take the property.

This raises questions/challenges that public agencies and their appraisers must consider. First, if an owner's counsel issues a subpoena and takes such a deposition as part of a right to take challenge, who will defend the appraiser at the deposition? Will the agency's attorney do so, or will the appraiser retain his/her own attorney? Technically, the owner's attorney is not deposing the appraiser in his/her capacity as an expert, and the appraiser would not be designated as an expert for the right to take trial in any event, as valuation is not relevant in a right to take trial. Like any third party witness who is subpoenaed for a deposition, the appraiser has a right to an attorney of his/her choice. However, in most cases it would probably make sense for the agency's attorney to defend the deposition. This is particularly so if the agency is considering using the appraiser for the valuation trial, assuming the right to take challenge is defeated.

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Depositions of Pre-Condemnation Appraisers for a Right to Take Trial

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A second question concerns the scope of work product protection. While the law requires that agencies provide a summary of the appraisal with the pre-condemnation offer, agencies are not required to produce the appraisal reports themselves. Furthermore, as stated, the appraiser will not have been designated as an expert at the time of such a deposition, and if the agency is contemplating using the appraiser for the valuation trial, his/her work in assisting the agency's attorney would be privileged. The agency's attorney and the appraiser need to be mindful of the work product privilege in the event the owner's attorney attempts to probe beyond the pre-condemnation appraisal and inquire into what the appraiser has done to assist in the litigation.

A third, and related question concerns the proper subject of inquiry at the deposition. The owner's counsel should be limited to inquiring into whether the appraiser met the statutory requirements that are contained within the written summary. The relative strength of the appraiser's opinion of value should be off limits at such a deposition because it is not relevant in the right to take trial. Moreover, unless the owner's attorney agrees to pay the appraiser for his/her time, it would be unfair and inappropriate for the owner's attorney to elicit opinion testimony from the appraiser. If the agency is planning to use the same appraiser at the valuation trial, the owner's attorney will have another chance to depose the appraiser at that time, and all such questions regarding the merits of the appraisal will be fair game. However, for a deposition for a right to take trial, the area of examination should be limited. The attorney defending the deposition will need to be mindful of this, and control the deposition accordingly.

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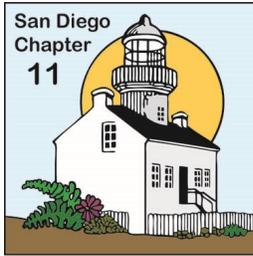
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THIS INFORMATIVE SEMINAR IS DESIGNED TO UPDATE RIGHT OF WAY PROFESSIONALS ON WHAT IS GOING ON IN THE WORLD OF EMINENT DOMAIN AND APPRAISAL. IT IS A GREAT REFRESHER FOR EVERY LEVEL OF UNDERSTANDING. THROUGH A SERIES OF SPEAKERS AND PANEL DISCUSSIONS, THE PARTICIPANTS WILL GAIN AN INSIGHT OF THE ENTIRE PROCESS. THE SPEAKERS WILL INCLUDE ATTORNEYS, APPRAISERS AND TRANSPORTATION SPECIALISTS.

RELEVANT TOPICS

**OVERVIEW OF RECENT CASES AND DEVELOPMENTS IN EMINENT DOMAIN LAW AND VALUATION
PROBLEMS AND SOLUTIONS: ACQUIRING ROW AND CONSTRUCTING THE PROJECT
EFFECT OF TRANSMISSION LINES ON PROPERTY VALUES
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**PRICE FOR THE EMINENT DOMAIN SEMINAR AND APPRAISAL UPDATE
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Time: 7:30 Registration
Location: Caltrans Headquarters, 4050 Taylor Street, San Diego
Registration: www.irwa11.org or call Mike Flanagan at 858-405-6559
Price: \$125 for IRWA, AI and ASA Members, \$150 for non-members
(add \$25 after February 22)

Approved Continuing Education Credit:
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Register Soon! – Our seminar in 2012 sold out!!

HAPPY BIRTHDAY

IRWA Chapter 11 Members' Birthdays

February, 2018

Raymund M. Carreon, SR/WA,
R/W-AMC
Joseph A. Currie, SR/WA
Gabriela M. Esquivel
Brenda Gomez
Lisa Goss
Julie Welch Marshall
Bob Millard
Sara Rafou
Danielle Weizman



March, 2018

Andrew C. Bartlett, SR/WA
Sabrina Boothe, RWA
Jean Catling, MAI
Austin Fritts
Karen R. Frostrom
Steve Geitz, SR/WA, R/W-EC
Dick Greenleaf, SR/WA
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Paul Nussbaum, SR/WA
Cody Ragsdale
Michael (Jeff) Reed
Eric C. Schneider, MAI, ASA
Menchu Segovia
Barry Slotten, SR/WA
Danette Starling



Sorry if we missed your birthday, - it's because we don't have that information in our records. Please send your information to irwach.11newsletter@gmail.com if you would like to be included.



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JUST COMPENSATION:

THE ART OF WINNING

Tips and tricks that will resonate with the jury

BY MISCHA M. BOARDMAN

RIGHT OF WAY JANUARY/FEBRUARY 2018

In the Art of War, the ancient Chinese military strategist Sun Tzu wrote, “Victorious warriors win first and then go to war, while defeated warriors go to war first and then seek to win.” This would serve as an ideal mantra for litigating eminent domain cases where the parties are battling over the amount of just compensation.

As most just compensation trials come down to a clash of the experts, the key to convincing the jury of your position and winning the trial is defeating the opposing appraiser with a well-planned, meticulous cross-examination. The goal is to strategically position your case to win before stepping foot in the courtroom. If you find yourself strategizing for the first time on the eve of trial, you have waited too long to be successful. In order to design a winning cross-examination, it is imperative to start preparing at the outset of your case. Fortunately, there are some tried and true ways to effectively plan and fully prepare to win your just compensation trial before it begins.

Perform Extensive Reconnaissance

Not all experts are created equal. Some real estate appraisers author thorough reports that can be difficult to attack, while others write reports that are riddled with typos and errors offering up simple ways to undermine their opinions. Some appraisers are compelling witnesses that easily connect with jurors, whereas others simply are not likeable and cannot figure out a way to make such a connection.

The first step is to get to know the opposing expert. You need to discover their strengths and weaknesses so that you can formulate an appropriate plan of attack. You can begin this work prior to even receiving a copy of the appraisal report. While this could require a significant amount of investigative work on your part, such due diligence will undoubtedly pay off. If the opposing appraiser is one that you aren't familiar with, start with a simple Google search. Find out whether this is an appraiser that regularly works for property owners or condemning agencies. You should collect as many appraisal reports previously written by the expert as you can—as well as deposition and trial transcripts. Reach out to other folks in the industry and gather whatever intel you can on the expert. You might be surprised how willing your cohorts will be to share these types of materials.

After you gather as much of the expert's former body of work as you are able, do a deep dive into any past appraisal work and testimony, paying specific attention to past appraisal methodologies. You should be looking for any inconsistencies, modifications of theories or appraisal techniques and untruths. There can be a virtual treasure trove for you to discover in the expert's past appraisal work.

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JUST COMPENSATION: THE ART OF WINNING

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Identify Opposing Strategies

In preparation, an essential requirement is to study the appraisal report carefully, as this is the outline for the property owner's attack. This is not a place to skimp. You must know this document inside and out. In other words, you will want to read every word and think critically about how the pieces fit together. Most importantly, you want to look for inconsistencies and errors. What seems like a small error can eventually unravel an entire case.

This is also the time to review the law and treatises cited within the report and confirm that it is all up to date. Many times, the law changes, but appraisers forget to modify their appraisal templates. This can be a particularly fertile area of attack. Fully understanding the appraiser's methodology is necessary so that you can identify where past appraisal work differed. The research you did on the appraisal expert's past work and testimony will not be useful unless you can explain to the jury why their current work is inconsistent with it.

Challenge Their Credibility

In the courtroom, an expert's ability to appear trustworthy and believable can make or break a case. Unfortunately, substance does not always reign supreme. Perception is what matters. Whether judge, jury or special panel, the trier of fact will find it difficult to find for a party whose expert they cannot trust. Simply put, credibility is paramount. It is, therefore, your job to gather information that can be used to challenge the opposing expert's ability to be convincing and believable.

At trial, the expert will have already testified prior to your cross-examination, so your goal is to make the jury question whether they can trust in what expert says. The process of undermining an expert's credibility should start early in the case and continue through to the trial testimony. While some credibility evidence can (and should) be collected early on, you will also rely significantly on the expert's deposition as some of these things you can only learn from the appraiser. At the outset of your search, cast a wide net. Early on, you will have no idea what may eventually be beneficial at trial.

After having tried many just compensation cases to jury verdicts, we have gained an understanding of the types of things that resonate with juries and can undermine an appraiser's credibility. Here are a few for your consideration:

- **Juries care whether an appraiser is truly independent.** Find out whether the appraiser works for both condemning agencies and owners. If not, they could appear predisposed to take certain positions.
- **Determine if a bias exists.** For example, how much money has the appraiser made working for property owners against condemning agencies? Have they gotten rich off taking absurd positions against utility companies condemning easements? This is an easy way to demonstrate bias.
- **Pay specific attention to the appraiser's resume.** This is the manner in which the expert communicates their experience and qualifications with the public. Any embellishments or outright inaccuracies included on a resume can be devastating for an appraiser when they take the stand.
- **Invest time in learning which methodologies the appraiser has used in the past.** This can be a goldmine for cross-examination fodder. If an expert has always appraised utility easements in a certain way, but for some reason is now applying a new methodology which just happens to be creating huge claims for the property owner, this is critically important to your case and can significantly undermine the expert's believability.

JUST COMPENSATION: THE ART OF WINNING

(Continued from page 11.)

Fight the Battle to Win the War

This brings us to the deposition. This is by far the most crucial part of the process. The single most important goal of the deposition is to eliminate any surprises at trial. To accomplish this, it's best to employ a two-prong attack.

First, you need to learn anything else about the appraiser and their valuation methodology that you have yet to uncover. This will likely be your last chance to get all of the answers that you need. Next, you want to box the appraiser in on every issue that may be important at trial. The purpose of doing this is so that you have distinct questions that only warrant a "yes" or "no" response. During the appraiser's cross-examination at trial, you will only want to ask those questions for which you have already established their answer. If the appraiser answers differently than in the deposition, you will be able to impeach them with their own testimony. This scores major points with the jury.

Ideally, you will go into the deposition already armed with inconsistencies from the appraiser's past work or errors in their current appraisal. This provides you the opportunity to get the appraiser to make contradictory statements during the deposition, assuming they are unaware of what you have. You can start by getting the appraiser to affirmatively state that they have never taken a particular position or that they confirmed a particular piece of information in their current appraisal. Then you can confront them with the evidence to the contrary. Doing so will give you ready-made impeachment for trial, as the appraiser will have already contradicted themselves. Because of the extreme importance of this piece of the puzzle, you must be fully prepared to take this deposition. Outline your questions, know what points you want to make and do not conclude the deposition until you have "yes" or "no" answers on all the key issues. If you take a strong deposition, your cross-examination will write itself.

In Summary

Unlike the courtroom theatrics you see in Hollywood, real trials are not won by flashy speeches or lawyer's tricks in front of the jury. Real trials are won through months, or even years, of careful preparation before the trial ever begins. To be prepared for victory at a just compensation trial, it is essential to know the opposing appraiser inside and out. Extensive research into an opposing appraiser is essential.

Through the deposition, you can lock-in their testimony so that you will already know the answers to the questions you will ask at trial. When you know what the appraiser will testify to, you can build your own case around it, further strengthening your position. Once you are armed with that research and deposition testimony, preparing for cross-examination is simply a matter of identifying the key facts that will resonate with the jury and serve to undercut the credibility of the opposing appraiser. If you can do that, victory is all but assured.



Mischa Boardman is a Senior Shareholder at Zausmer, August & Caldwell, P.C., specializing in eminent domain and commercial litigation. She has represented individuals, municipalities, publicly traded REITs, Fortune 500 corporations, utility companies and small businesses in property and eminent domain disputes.

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

This month we are happy to present articles from Christopher M. Pisano, Partner at Best Best & Krieger LLP AND Mischa Boardman, Senior Shareholder at Zausmer, August & Caldwell, PC.

If you want to contribute an article you've written, have photos (especially the San Diego skyline!), want to suggest a possible topic or project to be covered, have event or general announcements, job postings, regional or international updates, or are available to be interviewed for our "Meet Your Colleague" feature, please email newsletter editor Sarah Bottom at:

irwach.11newsletter@gmail.com or 760.846.2945.

Chapter Bulletin Board

SHARE YOUR NEWS WITH US!!

MEMBER NEWS!!

NEW POSITION:

Trude Smith, SR/WA
Real Estate Administrator
North County Transit District

Thank you for your donations at the Holiday Luncheon, the SD Food Bank confirmed we donated 100 lbs. of food this year!!

February Luncheon

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

* Replacement badges are now \$12.50, please contact Lauren Fritts, Membership Co-Chair for assistance: lauren.fritts@clarklandresources.com

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* closes 2/15/18, Rainbow is looking for ROW experienced applicant. To apply click [here](#)

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San Diego, California 92108

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Facsimile (858) 565-4916

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www.jrcevaluation.com

INTERNATIONAL NEWS!

16TH ANNUAL RIGHT OF WAY MAPPING COMPETITION

Enter your map today!

Sponsored by IRWA's International Surveying & Engineering Community of Practice, this annual competition will be held in conjunction with IRWA's 64th Annual International Education Conference on June 24, 2018 in Edmonton, Alberta, Canada.

Winners will be announced in Right of Way Magazine and at the Annual Education Conference, where winning maps will also be displayed. Winners will receive recognition at a national, regional or local IRWA meeting.

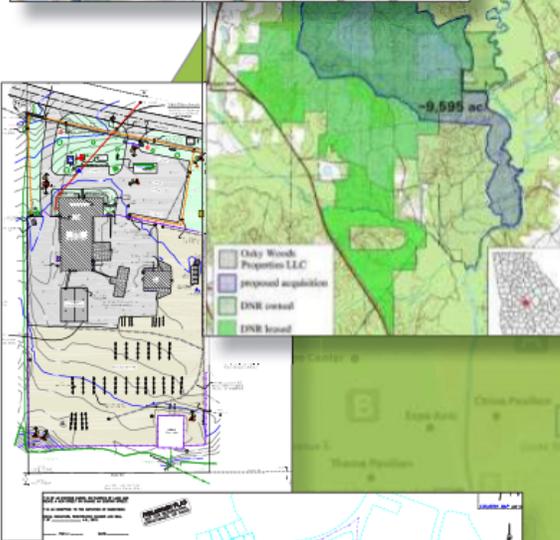
Eligibility: Anyone can enter, however, each entry must be sponsored by an IRWA member. Members may sponsor multiple entries. Maps must be associated with the right of way profession including related disciplines.

Prizes: The 1st place winner will receive a complimentary registration for IRWA's 64th Annual International Education Conference. The 2nd and 3rd place winners will each receive a complimentary IRWA membership. A cash prize of \$250 will be given to the individual winners in the following categories: Transportation, Oil & Gas, Electric & Utility, GIS and Industry General.

Rules: One entry per person in each category. A map may only be entered in one category. Each entry shall be a standalone single sheet. Maps and entry forms must be submitted digitally using Adobe pdf files. Entries under the transportation, oil & gas and electric & utility categories must be maps/plats prepared for, or in support of, boundary/right of way line retracement or acquisition. This includes, but is not limited to, property or right of way survey maps and plats. Entries under the GIS and industry general categories shall be maps or exhibits related to highways, pipelines, utility lines, telecommunication lines (or associated facilities) prepared for general purposes such as public hearings, presentations, conceptual plans, etc. Examples include, but are not limited to, ownership exhibits and aerial photos (with or without overlays), etc.

Judging: Entries will be judged on overall presentation, orientation and the effective use of graphics, legends, symbols and innovative methods

Disclaimer Information: If contractual confidentiality precludes submission, the title block can be cleared of all pertinent information and state "Prepared for Competition due to Jurisdictional Confidentiality."



16th Annual Right of Way Mapping Competition

Deadline: April 1, 2018

Official Entry Form (please print or type)

IRWA Sponsor _____

Entrant's Name _____

Company Name or Agency _____

Address _____ City _____ State/Province _____ Zip/Postal _____

Phone _____ Email _____

Category

- Transportation Oil & Gas Electric & Utility GIS Industry General

Email PDF entries to:
isecop@irwaonline.org

PLEASE MAKE THESE CORRECTIONS/ADDITIONS TO YOUR 2017-2018 ROSTER:

Please make these corrections to your Roster:

VANDENBERG, Kristin A., SR/WA..... 661-428-5024
Sempra Infrastructure
488 8th Avenue
San Diego, CA 92101..... vandenberk.kristin@gmail.com

WIGGANS, Jane L., SR/WA..... 760-806-1776
 Wiggans Group, Inc..... Cell/Pgr: 760-518-3005
P. O. Box 54..... FAX 760-645-6853
Aquanga, CA 92536..... jane@wiggansgroupinc.com

ALL CORRECTIONS ARE UNDERLINED

Please note the following new SR/WA's:

VANDENBERG, Kristin A., SR/WA

Please insert the following new members into your roster:

HA-GUEVARRA, Judy..... 858-221-3789
 HDR Engineering, Inc.
 8690 Balboa Ave., #200
 San Diego, CA 92123..... judy.haguevarra@hdrinc.com

HALL, Jennifer..... 858-654-8703
 San Diego Gas & Electric Company
 8335 Century Park Court, MS CP12A
 San Diego, CA 92123..... jhall@semprautilities.com

KUNKEL, Benjamin 760-504-2222
 Jones, Roach, & Caringella
 2221 Camino Del Rio South, Ste. 202
 San Diego, CA 92108..... ben@jrcvaluation.com

MYOTT, Sean.....619-619-7233
 San Diego Gas & Electric Company
 2530 Wightman Street
 San Diego, CA 92104 smyott@semprautilities.com

ROACH, Alison..... 858-945-7991
 Jones, Roach & Caringella, Inc.
 2221 Camino Del Rio South, Suite 202
 San Diego, CA 92108..... alison@jrcvaluation.com
 8690 Balboa Ave., #200

CALENDAR OF UPCOMING CHAPTER 11 MEETINGS FOR THE 2018 YEAR:

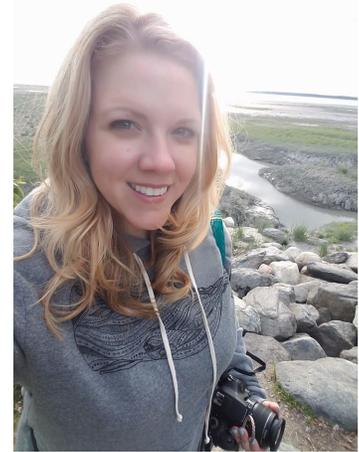
- Feb. 21 Chapter Luncheon
Handlery Hotel & Resort
11:30 a.m. to 1:00 p.m.
- Feb. 28 Chapter Board Meeting
SD County Water Authority
12:00 p.m. to 1:00 p.m.
- March 28 Chapter Board Meeting
SD County Water Authority
12:00 p.m. to 1:00 p.m.
- April 18 Chapter Luncheon
Handlery Hotel & Resort
11:30 a.m. to 1:00 p.m.
- April 25 Chapter Board Meeting
SD County Water Authority
12:00 p.m. to 1:00 p.m.
- May 23* Chapter Board Meeting
SD County Water Authority
12:00 p.m. to 1:00 p.m.

*** Last Meeting before going dark for the summer!**



Meet Your Colleague

This month we hear from member **Bethanee Lussier, SR/WA**, **Senior Right of Way Agent** at **Clark Land Resources Inc.** Bethanee has worked in the Right of Way Industry and at her current position for 3.5 years and in the Right of Way Industry for 8 years. Here in her own words, is a personal sketch of our colleague, **Bethanee**:



What are your current job responsibilities?

My current responsibilities include Basic ROW, Acquisition, Interpretation, and Relocation Assistance.

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

The first project I was assigned after joining Clark Land Resources has been my favorite. Along with a great team, I provided ROW services for the Pipeline Safety Enhancement Plan (PSEP). I most enjoyed the extensive collaboration between project members; from environmental, to engineering, to construction, and so many functions in between, the entire team was focused on working together to meet and exceed the project goals with the primary mission to improve public safety. Working in that integrative environment on such an impactful project, provided me with a great respect and understanding for what we do in our field along with a passion for a long career in ROW.

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

I spent 10 years working for design-build and design-bid-build general contractors prior to my current position at Clark Land. My experience included proposal writing, cost estimating, project scheduling, design review and project planning.

What hobbies or activities do you enjoy outside of work?

Outside of work I enjoy traveling, camping, playing disc golf, baking and spending time with my husband, stepson and our 2 year old puppy.

What is your ideal vacation destination?

I enjoy vacationing in places I've never been. I find it exciting to meet new people, experience different cultures and enjoy the flavors of new cuisines. My favorite adventures so far have been traveling through Vietnam and Thailand, and camping in Kauai, HI.

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

Travel show host; however, I would need more than one day.

Whom do you admire and why?

There are several people I admire; the commonalities they each share are their character, integrity, strength and their pursuit to improve the lives of others.

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

Following grade 6, I was chosen to represent my school district in a program for students who excel in math and science. The program picked one student from most districts state-wide (Michigan), to attend a summer program of science classes at Wayne State University. It was on the news and in the newspapers and pretty exciting for a 12 year-old.

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

High-speed rail in multiple directions; I'm not a fan of Southern California traffic.

Do you have any advice to newly hired ROW professionals?

Be a sponge... soak in as much knowledge as you can from our experienced colleagues.

Holiday Luncheon



Holiday Luncheon



Holiday Luncheon



Overland, Pacific & Cutler, Inc.
real estate and right of way services

Contact Us
800.400.7356



Industries Served:

Transportation

Housing & Development

Energy & Utilities

Public Sector

Visit our new website at: <http://www.OPCservices.com>

Regional News

IRWA Chapter 42 Spring Conference

Friday, March 23, 2018

ROW Mash-Up: A Medley of ROW Topics

Registration Form on Last (4th) Page

Monterey Marriott

Monterey, California

Topics

Educational Opportunities

The conference presents topics for right of way professionals interested in eminent domain project work. This is a chance to sharpen your knowledge and broaden your skills from top experts in their fields.

Tuition

\$125

Tuition fee includes breakfast and admission.

Location

Marriott Monterey
350 Calle Principal,
Monterey CA 93940

- Tenant Disclosure Obligations
- Temporary Goodwill and Real Property Damages
- How Trees Affect Fair Market Value
- Relocating Trees to Reduce Damages
- Immigration and Relocation Benefits

CONFERENCE HOURS

On-site distribution of the conference materials and breakfast will begin at 8:00 a.m. The conference will run from 9:00 a.m. to 4:00 p.m.

WHO SHOULD ATTEND

Appraisers, attorneys, and agency representatives involved in right of way.

CONTINUING EDUCATION

Applications for up to 5 hours of CLE, BREA, and MCLE CEC are being submitted. Verified attendance certificates will be returned by mail within 30 working days of the seminar. Full (100%) attendance for the day is required. All members can add to their CE logs.





Registration

Spring Conference - Friday, March 23, 2018; 8:00 a.m. - 4:00 p.m.
\$125 tuition fee includes continental breakfast, admission and materials.

Please complete this form below and make check payable to **IRWA Chapter 42**;

Send check and registration to:

Mr. Allen Ishibashi,
Midpeninsula Open Space District,
330 Distel Circle, Los Altos, CA 94022

Information Contact : Aishibashi@openspace.org

Name _____
Firm Name _____
Firm Address _____
City/State/Zip _____
Email Address _____
Phone _____
I belong to : IRWA Chapter _____
Designation _____
State License #(s) _____
State(s) _____

Please check
CE credit request:
MCLE
BREA
CLE

Refunds:
Full before by March 1;
\$30 charge after March 1

Internal Chapter use:
Rec'd _____
Check# _____
Amount _____



Site Details

Chapter 42 has secured a \$199 per night room rate for attendees. Please go to <https://aws.passkey.com/go/IRWASpringForum2018> or call 1-877-901-6632 and mention IRWA Spring Forum for the discounted room rate. You must book by March 2, 2018. Space is limited so book early!

2017 – 2018 Chapter 11 Executive Board, Committees and Communities of Practice (CoP)

OFFICERS:

President:	Fred Clark, SR/WA	FredW.Clark.Sr@clarklandresources.com
Vice President:	Nick von Gymnich, SR/WA	nvongymnich@sdcw.org
Treasurer:	Eric Schneider, MAI, ASA	eric@jrcvaluation.com
Secretary:	Lauren Kodama Roenicke	lroenicke@rinconconsultants.com

EXECUTIVE BOARD MEMBER:

Past President:	Mike Flanagan, SR/WA	Mike.Flanagan@clarklandresources.com
-----------------	----------------------	--

STANDING COMMITTEES:

Nominations and Elections:	Carol Brooks, SR/WA	cbrooks@cornerstonemanagementskills.com
----------------------------	---------------------	--

(Committee Members : Lucy Galvin, SR/WA, Carole Herrin, SR/WA, Bill Mac Farlane, SR/WA, Vince McCaw, SR/WA)

Professional Development:	Kathleen Hider, SR/WA	kathleen.hider@sdcounty.ca.gov
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(Committee Members: Vince McCaw, SR/WA and Nick von Gymnich, SR/WA)

Education:	Bethanee Lussier, SR/WA	bethanee.lussier@clarklandresources.com
Membership Co-Chairs:	Lisa Murphy, SR/WA	LMurphy2@semprautilities.com
	Lauren Fritts	lauren.fritts@clarklandresources.com

INDUSTRY COMMITTEE CHAIRS:

Electric & Utilities:	vacant	
Public Agencies:	Carolyn Lee, SR/WA	carolynlee@san.rr.com
Oil & Gas Pipeline:	Sue Cope, RWP	sue.cope@clarklandresources.com
Transportation:	Daniel Furr	Dfurr@opcservices.com

COMMUNITY OF PRACTICE (CoP) REPRESENTATIVES:

Asset Management:	vacant	
Environment:	Julie Marshall	jmarshall@rinconconsultants.com
Relocation:	Walt Evans, SR/WA	walt.evans@clarklandresources.com
Surveying & Engineering	Julie Blackman	jblackman@clarklandresources.com
Valuation:	Mark Hendrickson, MAI	mark@hendricksonapprail.com

CHAPTER COMMITTEE CHAIRS & PARLIAMENTARIAN:

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