



IRWA

KACHINA

CHAPTER 28

NEWSLETTER

President's Desk—Mary A.M. Smith

Our **Membership Drive** is currently in progress. By bringing a new member to our Chapter, you may receive a FREE one-day class. To learn the details go to our website at www@irwachapter28.org or contact...

Robert Price, Our New Membership Chair and New Member
Thank you and Welcome to Rob, who has assumed the duties of Chapter 28 Member Chair. Should you have any membership questions, you may contact him at: Member-Chair@irwaChapter28.

Officers of the International Executive Committee visited our member meeting last month. Patricia A. Petitto, SR/WA, R/W-RAC, International President-Elect, and Mark Rieck, Executive Vice-President, along with Daniel Stekol, our Business Development Officer met with members of our Board and Kelly Hall, President of Chapter 73 after the meeting. Mark disclosed that they were meeting with potential member organizations in Phoenix. The question was asked as to what to say to a person or agency considering joining the IRWA who ask "Why join the IRWA?"

Mark, Pat, and Daniel said, as stated on the International website, that the value of an IRWA membership is experienced through being current, credentialed and connected. IRWA's members are:

Current, on the changing trends in right of way through our annual Federal Agency Update, International Education Conference, Right of Way magazine and the Right of Way Professional Career Path.

Credentialed, as a specialist in one of six right of way disciplines including our highest designation, the SR/WA or Senior Right of Way Professional, increasing their value to employers, clients and the profession.

Connected, at the local, regional and international levels with access to a network of industry experts and right of way professionals. Additional "C" words which are GREAT reasons to encourage right of way professions to belong to the IRWA are:

Certified education recognized by our profession
Clearing house for experience
Competitive in the market-

place
Community allowing for local contacts, and
Credibility in the marketplace

I invite you to **REJOIN** and invite others in our profession to join.

Have a Safe & Happy Holiday!

Mary A.M. Smith

NEXT CHAPTER BOARD MEETING

January 4, 2012
4:30pm

Attorney General's Office
1275 W. Washington St
Phoenix, AZ 85007

If you plan of attending please RSVP to:
President@irwachapter28.org

NEXT MEMBER MEETING/LUNCHEON

HOLIDAY LUNCHEON
December 13, 2011
11:30am

Desert Willow Conference Center
4340 E. Cotton Center Blvd, #100
Phoenix, AZ 85040

\$10.00 (Cash or Check)

This year we will be having a White Elephant gift exchange. Please bring an inexpensive wrapped gift.

CHAPTER OFFICERS

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Farewell Jason!



New opportunities come and good experiences are remembered. While I have started

a new chapter in my career, I will always remember the IRWA Kachina Chapter 28 — the courses, the seminars and especially the supportive and motivated people that represent it. I would like to thank everyone I've met along the way and those who supported, trusted, and encouraged me in undertaking leadership responsibilities. I wish everyone the best for the future

and hope we cross paths again. I can still be reached at jason.foster@aps.com. Please keep in touch.

Thank you and Happy Holidays...

With much respect,

Jason Foster
Power Procurement Analyst,
Resource Acquisition
Arizona Public Service Company

How to Figure the Fuzzy Math of Internet Home Values

November 13, 2011

Alyssa Abkowitz—THE WALL STREET JOURNAL



Jason Gonsalves worked hard to turn his 6,500-square-foot stucco-and-stone home in the suburbs of Sacramento into the ultimate grown-up party pad, complete with game room, custom wine cellar and an infinity-edge pool overlooking Folsom Lake. When interest rates fell recently, Mr. Gonsalves, who runs a lobbying firm, looked into refinancing his \$750,000 mortgage. That's when he got startling news—the home had dropped more than \$200,000 in value while he was renovating. Or at least, that's what one real-estate website told him. Another valued the house at only

\$640,500. And these online estimates left him all the more confused when a real-life appraiser, assessing the house for the refinancing loan, pinned its value at \$1.5 million. "I have no idea how those numbers could be so different," Mr. Gonsalves says.

Right or wrong, they're the numbers millions of consumers are clamoring for. After years of real-estate pros holding all the informational cards in the home-sale game, Web-driven companies like Zillow, Homes.com and Realtor.com are reshuffling the deck, giving home shoppers and owners estimates of what almost any

home is worth. People have flocked to the data in startling numbers: Together, four of the biggest sites that offer home-value estimates get 100 million visits a month, with web surfers using them to determine what to ask or bid for a home, or whether to refinance.

Zillow, Trulia and other websites post estimates of home values. But as Alyssa Abkowitz explains on Lunch Break, these popular sites can be -- by their own admission -- wildly inaccurate.

But for figures that can carry such weight, critics say, the estimates can be far rougher than most people realize. Valuations that are 20% or even 50% higher or lower than a property's eventual sale price are not uncommon, as the sites themselves acknowledge. The estimates frequently change, too—sometimes by hundreds of thousands of dollars—as sites plug new data into their algorithms.

Cleveland, OH 44120

🏠 **For Sale:** \$69,900
 Price cut: **-\$15,000**(Nov 11)
 Zestimate®: \$109,100
 Mortgage: \$264/mo ▾

➤ [See current rates on Zillow](#)
 📄 [598 is a bad credit score, what's yours?](#)

Continued on page 3...

...Continued from page 2 - How to Figure...

But despite the disclaimers, homeowners and real-estate agents say, many Web surfers put enough faith in the estimates to sway the way they shop and sell.

After Frank and Sue Parks put their manor-style house in Louisville, Ky., on the market, they watched as Zillow put a \$331,000 value on the dwelling in May; by July it had climbed to \$1.5 million. (Zillow says the lower estimate reflected errors in its statistical model.) The couple got potential buyer referrals from the site, but they fended off a stream of lowball offers before they sold this fall. Mrs. Parks says the estimate roller coaster "really affected our ability to move the place." Determining a home's value has traditionally been the job of an appraiser, who gathers data on recently sold homes and compares them with the "subject property" to arrive at an estimate.

In the late 1980s, economists started developing automated valuation models, or AVMs, computer models that could analyze data about comparable sales, square footage, number of bedrooms and the like, in a matter of seconds. For years, these tools were mostly reserved for in-house analysts at lending banks.

It wasn't until 2006 that Zillow took them to the masses, with its Zestimates, which now offer values for more than 100 million homes based on the company's own algorithms. "Humans don't make these decisions," says Stan Humphries, chief economist at Zillow.

Numbers like these have be-

come weapons in the arsenal of consumers like Simms Jenkins, an Atlanta marketing executive, who has recently relied on online estimates to help him both buy and sell homes. "I can't imagine 25 years ago, when people would just go out and spend their entire Saturday looking at homes," he says. "You don't have to do that now." But appraisers and real-estate consultants say the online models can veer off target with alarming frequency. Most data for the models come from two sources: records from tax assessors and listing data for recent sales. Collec-

All of the competitors make it clear their numbers are guesstimates, not gospel. "A Trulia estimate is just that—an estimate," says a disclaimer on that site's new home-value tool. Zillow goes a step further, publishing precise numbers about how imprecise its estimates can be. And every major site urges home-price hunters to consult appraisers or real-estate agents to refine their results.

tion is a challenge, however, because not every county tracks properties the same way—some calculate home size by number of bedrooms, others by overall square footage. And automated models aren't designed to account for the unique construction details that often make or break a deal, or

for intangible factors like a neighborhood's gentrification. "You cannot use a computer model in certain areas and expect the value to come out right," says John May, the former assessor of Jefferson County, Ky., which includes the state's largest city, Louisville.

For all these reasons, models that banks use often add a "confidence score" to their estimates. Consumer-oriented sites, meanwhile, rely on disclaimers, some of which are eye-opening. Zillow surfers who read the "About Zestimates" page find out that the site's overall error rate—the amount its estimates vary from a homes' actual value—is 8.5%, and that about one-fourth of the estimates are at least 20% off the eventual sale price. In some places, the numbers are far more dramatic: In Hamilton County, Ohio, which includes Cincinnati, it's 82%.

The sites argue that, over time, edits and corrections will help them perfect their numbers—with many fixes coming from their customers.

On Homes.com, anyone who knows a homeowner's surname and the year the home was last purchased, can edit the details of a property listing in ways that can eventually change the estimated value.

Zillow has accepted revisions on 25 million homes—perhaps the strongest testament to how seriously consumers take its estimates. Today, the site says its figures are accurate enough to give consumers a good sense of any home's value. In the meantime, says Mr. Humphries, its economist, "We're always tweaking the algorithm or building a new one."



Where Do You Stand?

Ken Anderssohn, SR/WA

When I first thought of writing something for the Chapter 28 newsletter, my inclination was to pick a subject and tell the reader about it on a factual level. I chose a topic that is directly related to the right of way industry and what we do on a daily basis. My goal was to remain neutral as we review some of the facts and allow you the opportunity to make some policy judgments on your own.

Some of you might have heard or read about the TransCanada Keystone Pipeline. Some of you also might have heard or read about Oil Sands as well. TransCanada Keystone Pipeline LP applied for a Presidential Permit in September 2008 for the Keystone Pipeline XL project. The Presidential Permit would authorize the use of eminent domain for project construction.



Here are some facts (in no certain order):

OIL sands are also called tar sands oil. Oil sands are a combination of clay, sand, water and bitumen (a material similar to soft asphalt). The bitumen is extracted from the ground by strip-mining or by injecting steam underground to heat the bitumen so it liquefies and can be pumped to the surface. The extraction process requires water and energy; the excess water contains ammonia and cyanide and is stored in

tailing ponds. The extracted bitumen must be refined or treated to convert it to a synthetic crude oil that is similar to conventional crude oil and can be transported by pipeline.

IMPORTS: The United States has been importing Canadian crude oil for decades. Currently, there are over 2,500 miles of pipeline in the US being used by two Canadian companies, TransCanada and Enbridge, to transport crude oil to refineries in the Midwest.

SAFETY: The USDOT's Pipeline Hazardous Materials and Safety Administration is the lead federal agency for ensuring the safety of the US's energy pipelines, including crude oil pipelines. A PHMSA report in 2010 indicated that there were 2,794 "significant incidents" and 161 fatalities during the ten year period 2000-2009 for the *entire* pipeline industry. A TransCanada analysis of these incidents states that the "vast majority" of

these incidents are small leaks involving less than 3 barrels, 80% involve less than 50 barrels and .5% of the incidents exceeded 10,000 barrels.

RECENT INCIDENTS: In 2010, pipelines operated by the other Canadian Company (Enbridge) spilled 1 million gallons (23,810 barrels) of tar sands oil into the Kalamazoo River, 275,000 gallons (6,550 barrels) in a Chicago suburb and 126,000 gallons (3,000 barrels) near Neche, ND.

EMISSIONS: National Academy of Sciences report in August 2010 found that the tar sands oil industry releases 13 elements considered "priority pollutants" under the Clean Water Act into the Athabasca River in Canada. Like conventional crude oil, tar sands crude oil contains sulfur, nitrogen and other metals and the refining of tar sands oil produces sulfur dioxide and

nitrous oxide emissions.

THE State Department's Final Environmental Impact statement took over 2 ½ years to prepare and was completed in August 2011. After analyzing alternative pipeline routes, the EIS states that the proposed Project route is the preferred option. It is estimated that TransCanada will spend approximately \$7 billion on the Keystone Pipeline XL Project.

IN addition to existing PHMSA regulatory requirements, TransCanada has agreed to *57 more stringent* project-specific Special Conditions as established by the PHMSA.

Many people involved in the debate over the Keystone Pipeline XL project expected the State Department to issue a final decision on the Presidential Permit by the end of this year. However, primarily because of outspoken opposition to the Project, on November 10th, the Obama administration directed the State Department to explore a "new" pipeline route and put off the decision on whether to approve the controversial project. The State Department has said that this review is expected to be completed in early 2013, after the 2012 elections.

This action to delay the decision by the Obama administration has caused some Republican Senators and House members to take action as well. On November 30th, legislation requiring the Secretary of State to make a decision within 60 days has been introduced in the Senate. In addition, on December 2nd, another bill was introduced that would transfer decision making authority to the Federal Energy Regulatory Commission (FERC).

There are several issues that divide us when evaluating the pros and cons of a massive project like the Keystone Pipeline XL project, including environmental risks, economic benefits, the direction of national energy policy and dependence on imported Middle East and South American oil. Hope-

53rd Annual Education Seminar

"Keeping Right of Way Clean" Environmental Considerations

Hosted by IRWA Kachina Chapter 28

● **March 26 - 29, 2012** ●

Desert Willow Conference Center
4340 E. Cotton Center Blvd, Phoenix, AZ
[View MAP](#) -OR- [View Location Website](#)

*** Advertising, Booth Exhibitors, & Contributions ***
Please contact PresidentElect@irwachapter28.org with questions.

Contributions - We are seeking donations for use as Door Prizes at the Seminar. Donations qualify under 501c6 tax exemptions. All supporters will be recognized verbally at the Seminar. Sponsors of large donations will be eligible to receive space in the Seminar Brochure as well. For monetary donations, please submit via mail to IRWA Kachina Chapter 28, 5025 N. Central Ave, PMB 428, Phoenix, AZ 85012.

Exhibitors & Advertising Form - Would your firm like to advertise in the 2012 Education Seminar Brochure and/or have a Booth at the Seminar? Details will follow shortly here on Advertising Rates and Spaces, or email the President Elect (above).

CALENDAR OF EVENTS

· **Class Offered - 3/26 & 3/27**

C-417, Valuation of Environmentally Contaminated Real Estate

· **Class Offered - 3/28**

C-103, Ethics and the Right of Way Professional

· **Seminar : Thursday, 3/29 - 7:00 am to 5:00 pm**

A view of Environmental Issues that affect the right of way industry in Arizona.

7:00 to 8:00 am - Registration and Sign-In

8:00 to 8:30 am - WELCOME, President's Message

8:30 to 11:30 am - SPEAKERS, (tba)

11:45 am to 1:15 pm - BUFFET LUNCH

1:30 to 4:30 pm - SPEAKERS, (tba)

4:30 to 5:00 pm - Raffle / Door Prizes :
-- Lots of Great Prizes. Must be present to win.

· **Luncheon Only : Thursday, 3/29 - 11:45 am to 1:15 pm**

Menu: Buffet Style meal including choice of drinks,
plus Speaker TBD.

Additional Details to be Announced.

Seminar Course Offerings

NOTE on below Courses:

A copy of the Registration Form MUST be sent to Chapter 28 for all registrants, regardless of Payment Method. To pay by credit card, please complete the applicable section on the Registration Form and submit to the Chapter. Please do not pay at the international site to avoid double billing.

COURSE 417 - Valuation of Environmentally Contaminated Real Estate

Date/Time: March 26 & 27, 2012 :: 8am - 5pm Daily

Location: Desert Willow Conference Center
4340 E. Cotton Center Blvd / Phoenix AZ 85040 / 602.431.0001
Details: TBA

COURSE 103 - Ethics and the Right of Way Professional

Date/Time: March 28, 2012 :: 8am - 5pm

Location: Desert Willow Conference Center
4340 E. Cotton Center Blvd / Phoenix AZ 85040 / 602.431.0001
Details: TBA

Chapter 28 Visits Tucson



IRWA Kachina Chapter 28 attendees of the Right-of-Way Symposium hosted by Southern Arizona Saguaro Chapter 73
FROM LEFT (TOP) Gary Scott, Kevin Kottmer, Don Solon, Robert Sachs, Patrick Mertz, Jan Sells, **(BOTTOM)** Mary A.M. Smith, Dina Velasco, Kimberly Romero, Mary Solan, Lisa Amos, John Burns, and Sandy McGeorge (not pictured)

Robert W. Sachs, SR/WA

December 7, 2011

On an early September morning members of Chapter 28 set out to Tucson to visit our friends with Chapter 73, the Southern Arizona Saguaro Chapter, for their Right of Way Symposium: Surviving the Right of Way Jungle. The symposium was held at the Manning House and featured a number of various presentations on Today's Challenges and Tomorrow's Opportunities in the right of way industry.

Chapter 73 President Kelley Hall led off the symposium with Susan Christiansen acting as Master of

Ceremonies. Speakers spoke about a number of topics including Tucson infrastructure and Tucson Regional Economic Opportunities, Capital Projects and the sources for money to buy the land, Land Value Assessment and the decline of value in the market, Condemnation Trials, Settlement and Lender Involvement, Environmental Planning and Cultural Resources, Valuation in Urban Corridors, Decreasing and Negative Equity and its impact on acquisition and relocations, and The Merry-go-Round of Liens, Loans, and Landowners..

Raffles were held throughout the day and a comedienne preformed for us

during the lunch break. This was a wonderful opportunity for us to see how other chapters put together a symposium/seminar, and an opportunity to network with other IRWA members from our sister chapter to the south.

In attendance were 13 members from our local chapter; Chapter President Mary Smith, SR/WA Jan Sell, SR/WA, who was one of the speakers, Don Solon, SR/WA and Mary Solon, Gary Scott, SR/WA, John Burns, SR/WA, Lisa Amos, SR/WA, Pat Mertz, SR/WA, Rob Sachs, SR/WA, Kevin Kottmer, Dina Velasco, Kimberly Romero and Sandy McGeorge.



DESIGNATED BROKER (D.B.) SUPERVISION...A LICENSE ON THE LINE

Judy Lowe—Commissioner, Arizona Department of Real Estate

Under Arizona Real Estate Law the Designated Broker supervision is key to achieving maximum protection for the public who engage in real estate transactions. In hiring and managing the sales force, reviewing and disseminating advertisements, protecting and accounting for trust funds, and overseeing escrow processes/closings, Designated Brokers ensure that strict standards are adhered to, and that only trustworthy, competent individuals will be privy to the sensitive financial information and matters involved in buying, selling, and leasing of real property.

The Arizona Real Estate Law is set forth primarily in the Arizona Revised Statutes, Title 32, and the Arizona Administrative Code Title 4; Chapter 28. A licensed real estate Designated Broker, whether a Corporate D.B. or a Sole Proprietor, must supervise the licensed real estate salespersons and Associate Brokers, as well as unlicensed employees who are employed under the Designated Broker. There are no exceptions to this law. Moreover, it is never acceptable, nor lawful, for an unlicensed individual to supervise real estate licensees, or for that matter to conduct or be involved in unlicensed acts.

The Arizona Statute does allow a Designated Broker to use the services of Associate Brokers to assist in “supervising” licensees, with the understanding that

the D.B. can never be relieved of the ultimate responsibility, which includes the responsibility to ensure that only qualified personnel are allowed to supervise the company’s licensees and employees. When a Team Primary Agent hires other licensees, and unlicensed staff, for their Team, the Designated Broker remains ultimately responsible for the entire Team. For informational purposes, this Designated Broker responsibility, is not only being strictly enforced by ADRE, but is being considered in investigations by other agencies, both Arizona and Federal. Any person, individual or corporation, who engages in the business of, or advertises as a real estate licensee, must first obtain a real estate license from the ADRE. It is therefore incumbent upon Designated Brokers to hire licensed agents, and to ensure that only employees who are licensed perform activities requiring a real estate license, as well as, ensuring that the licensed sales force possess the requisite knowledge, skills, experience and character to represent the public in the real estate transaction. A responsibility of the D.B. is to ascertain that all licensees operate only within their “area of expertise”.

In exercising reasonable supervision over the activities of their licensees and employees, R4-28-1103 requires that the D.B. with more than two licensees, including themselves, establish and enforce written policies, procedures and systems .

REMEMBER.....ADRE has recently posted on www.azre.gov, the 2011 Edition of the ADRE MODEL BROKER’S POLICY AND PROCEDURES MANUAL which can be used by D.B.’s in developing the company’s policies, procedures and systems.

Ensuring that all licensees and employees act with the utmost honesty and integrity and adhere to their duties as fiduciaries is an inherent part of the Designated Broker’s responsibilities. The decision to serve as the Designated Broker of a company, either a Sole Proprietorship, or of a corporate brokerage, should not be taken lightly. Should any violations occur in the name of the corporation, the Designated Broker may suffer the consequences. The Arizona Department of Real Estate considers most violations of the Arizona Real Estate Law as a violation of the individual licensee, as well as their Designated Broker. The buck stops on the shoulders of the Designated Broker.

However, ending on a slightly more positive note....remember that R4-28-1103 (F) states that; “A designated broker who, upon learning of a violation of real estate statutes or rules by a salesperson or associate broker under the broker’s supervision, immediately reports the violation to the Department is not subject to disciplinary action by the Department for failure to supervise the salesperson or broker”.

OFFBEAT

Marmaduke Great Dane the Mother Hen

May 10, 2011

Despite their giant stature, Great Danes have a reputation for being exceedingly friendly. This characteristic earned them the nickname “gentle giant” and became inspiration for the cartoon character, Scooby Doo. One Great Dane in Canada is taking this reputation to a new level – he has adopted a flock of tiny baby chickens!

One-year-old Marmaduke

is already 120 pounds, but he’s proving to be a brilliant mother hen. He lives on a farm with many chickens, but for some reason one particular group of 30 hatchlings began to fascinate him. When they were only a couple of days old, he decided to adopt them. Marmaduke not only sleeps and plays with them, but also licks them to keep them clean! If Marmaduke lies down to

take a rest, the tiny chicks climb on top of him to rest, too. His owners have even let some of the chickens come in the house with him.

Marmaduke’s owner, Sue Paull, is amazed by how gentle he is being with the chicks. She believes it’s because he was raised around lots of children and animals, and that he just has a very kind spirit. He is very protective of his feathered babies, and they are all quite adorable together!



Marmaduke the Great Dane and his adopted Chicks



IRWA
KACHINA
CHAPTER 28

MEMBERSHIP DRIVE

Do you know someone who may be interested in joining the IRWA?

Would you like to earn a free one-day class?

Refer a friend, neighbor, colleague, co-worker or anyone else you feel would benefit from membership in the IRWA. Once that person is approved as a new member you will receive a certificate for a free one-day class of your choice... That's it!

- New member can join through International (\$25 application fee) or directly through Chapter 28
- Referring member's name should be at the bottom of the application in "where did you hear about..." section
- Free class certificate would be valid for one year
- To redeem certificate, the new member must be in good standing with the IRWA
- Membership Drive expires September 30, 2012
- Certificate will be issued on the date the new member is approved by the Chapter 28 Executive Board
- Our goal is 25 new members during this campaign
- SPECIAL INCENTIVE if you submit your application through Chapter 28 before March 31, 2012 **NO APP FEE!**
- Go to www.irwchapter28.org for special application



For more information contact our Membership Chair, Rob Price at memberchair@irwchapter28.org

CHAPTER 28 EDUCATION CALENDAR

MARCH 2012—Seminar Month

C103: Ethics and the R/W Profession

C417: The Valuation of Environmentally Contaminated Real Estate

MAY 2012

C205: Bargaining Negotiations

Do you have an idea for a great article? Maybe an article that you've read and would like to share with the Chapter. Is there an announcement you would like to broadcast to your fellow members? Contact:

newsletter@irwachapter28.org

LEADERSHIP CHANGES

Vance Tuttle, *President Elect*

We are sad to announce that Jason Foster has resigned as Chapter 28 President-Elect. Thank you Jason for all your work to date! Vance Tuttle has graciously agreed to take over this responsibility.

Robert Price, *Membership Chair*

Thank you and Welcome to Robert, who will be assuming the duties of Chapter 28 Member Chair. Should you have any related questions, you may contact him at: MemberChair@irwachapter28.org



We are always looking for suggestions for speakers for our member meetings and seminars. If you know someone who would make for an entertaining and informative speaker please contact

president@irwachapter28.org

TWO NEW POLICIES: SR/WA COMPREHENSIVE EXAMS & ETHICS COURSES FOR RECERTIFICATION

New SR/WA Comprehensive Exams:

Effective January 1, 2012, there will be new SR/WA Comprehensive Exams. The current exams and exam format will be available through December 31, 2011. Comprehensive Exam taken and passed by December 31, 2011 can still be used to meet the capstone exam requirement.

Please note that only comprehensive exams are changing. Individual discipline exams remain the same.

New Ethics Requirement:

Effective July 1, 2012, only IRWA ethics courses – 103, Ethics and the Right of Way Profession or 104, Standards of Practice for the Right of Way Professionals may be applied towards the ethics requirements for recertification. Non-IRWA ethics courses previously approved by the IPDC will no longer count for recertification.

Note:

If you wish to use one of the previously approved non-IRWA ethics courses for recertification in your current 5-year recertification cycle, you must complete the course before July 1, 2012.

Don't miss your opportunity to take part in IRWA's Year End Online Education Sale!

Take \$100 off your IRWA Online Education total between December 9th and December 30th, 2011*. To take advantage of this promotion, please follow the steps below

- Choose a course from your Online Learning Center account.
- Add the desired IRWA online course(s) to your cart
- Enter the promo code **yearend** in the promo code box and hit "apply".
- Wait for the discounted total to be reflected.
- Enter your credit card information and hit the "pay with credit card" button.

This offer is valid for IRWA Online Courses purchased between 12:01 AM on Friday, December 9th, 2011 and 11:59 PM* on Friday, December 30th, 2011 (Central Time).

This offer cannot be applied retroactively or combined with any other offers. Refunds will not be applied.

Courses must be purchased during the timeframe referenced above to qualify for the discount. The online course must be completed within one year of the date of purchase.

WEIRD BUT WONDERFUL HOMES

Mystery Castle

Location: Phoenix, Arizona

Claim to Fame: Built by a man who abandoned his family and disappeared after learning he had tuberculosis



Boyce Luther Gulley left his Seattle office in 1927 and was not heard of until 3 years later in the hills south of Phoenix. There he spent the last 15 years of his life creating a three-story, 18-room mansion crenellated parapets, turrets, and a tower. Gulley constructed the castle from found and cheap materials like native stone and adobe bound by a mortar of sand, cement, calcium, and goat's milk. The house's curious features include petroglyphs, automobile parts, Depression glass dishes as transoms, windows made from Gulley's Stutz Bearcat, and the Bearcat's windshield as a wall panel.

Gulley built stairs over a boulder so as not to disturb the landscape, and for the same reason he hauled natural materials from over a mile away. The wife and daughter he abandoned moved in after Gulley's death in 1945, and began conducting tours. Daughter Mary Lou Gulley just died herself in November 2010.

Member Announcements

Congratulations to our newest SR/WA's/Certifications

Christi Vallarelli, SR/WA, Salt River Project

Welcome our newest Members

Nelle Carlsmith, Maricopa County Public Works

Robert Price, Salt River Project

Ask the Kachina

We announced at the last meeting that we would be starting a new column dedicated to answering questions that our members want answered. Here is our first question and answer.

QUESTION:

"I am not sure to whom I should address this issue/concern, but one of our members wanted to ask, 'Why does it take 6-8 weeks wait time for certification approval and/or recertification?' Some agencies provide a salary incentive so time is money for them."

ANSWER:

"Processing time for recertification may take from 6 to 8 weeks from the date we receive the application at Headquarters and are processed in the order they are received. The processing of the applications is a labor intensive process which requires attention to detail. If the processing were simply to accept the payment and update records, we would have a faster turnaround. We do our best to do the processing by the 6th week or sooner, however, we don't always accomplish what we strive for because of several reasons such as: the volume of applications being received at a given time, important deadlines that we have to meet with regards to other functions, etc.

We are happy to accommodate a special request (whenever possible) to expedite the processing to meet deadlines or to assist members in advancing their careers. If you provide me with the name of the member in question I can pull the file for review."

-Francis Vicente, IRWA Credentialing Manager

NOMINATIONS REQUESTED



The IRWA Kachina Chapter 28 seeks nominations for...

EMPLOYER OF THE YEAR

SPECIAL SERVICES AWARD

PROFESSIONAL OF THE YEAR

Nominations are due no later than February 15, 2012

Recipients will be announced at the 2012 Spring Seminar

Please consider the following criteria to justify your nominations. The nominations will be scored by the Nominations & Elections Committee.

AWARD CRITERIA

EMPLOYER OF THE YEAR

Does the Employer...

- Encourage membership?
- Encourage participation in IRWA at local, regional and/or international levels?
- Encourage participation by allowing time off with pay for member attendance at Chapter and Association functions?
- Pay member dues, luncheons, courses, etc?
- Encourage participation by employees to serve on Committees and/or the Executive Board?
- Support Association by donation: in dollars and/or by providing equipment, meeting rooms, etc?
- Recognize value of possessing the SR/WA designation?
 - o Increase pay, adding the designation to your business cards, allows signature usage to include SR/WA after your name, etc?

SPECIAL SERVICES AWARD

- How long a member of IRWA? Of Chapter 28?
- How active?
 - o Has the member served on or chaired any committees or served as a Board member?
- Is the individual ready, willing and available for special projects?
- Does the individual put forth "above and beyond" effort to consistently assist other members (especially new members)?
- Does the individual advocate membership?
- Does the individual present a professional and personable image and represent the IRWA in the manner consistent with the Association Code of Ethics and guidelines?
- Community involvements are a plus but NOT a requirement

PROFESSIONAL OF THE YEAR

- How long a member of IRWA? Of Chapter 28?
 - o How active?
- Is the individual an SR/WA, or an SR/WA candidate?
 - o If so, how long?
- Has the individual served as an elected officer of Chapter 28 or any other Chapter of IRWA?
 - o If yes, what offices has this individual held?
- What appointed positions have this individual held?
 - o Served as Chair or member of a committee?
 - Which committees and for how long?
- Has this individual served as Chair or as a member on any Regional Committee?
- Has this individual served as Chair or as a member on any International Committee?
- Does this individual attend monthly meetings, executive board meetings, local educational seminars, regional forums or international seminars?
- Does this individual participate at these functions as a speaker, program coordinator or committee member?
- Does this individual willingly give time to help at Chapter/Regional/International levels?
 - o If so, what responsibility has this individual completed in a professional and successful manner?
- Has this individual come up with suggestions that help make money for the Association at the Chapter/Regional/International level?
- Have they written or provided an article for the newsletter or R/W Magazine?

- Is this individual an IRWA Instructor?
- Does this individual present the professional image that the IRWA seeks to project to the public?
 - o In other words, does this person represent the Association in a professional, friendly and selfless manner, promoting and serving the Association and the membership, rather than promoting themselves and how the Association can serve/promote their own agenda/interests and goals?
- Does this individual participate in other organizations that benefit the community/nation? If so, in what capacity or in what manner?

CHAPTER OFFICER NOMINATIONS NEEDED

The IRWA Kachina Chapter 28 seeks nominations for...

INTERNATIONAL DIRECTOR

PRESIDENT-ELECT

TREASURER

SECRETARY

PROFESSIONAL DEVELOPMENT COMMITTEE MEMBER (3 year)

If you do not intend on attending the Chapter Luncheon on February 14th, Please submit your request for an absentee ballot to the Nominations & Elections Committee Chair no later than February 1, 2012.

We will be voting for Chapter officers at our February 14, 2012 meeting. Absentee ballots will be emailed to members on February 2, 2012 and will be due back, signed and dated to the elections chair by 9:30am February 14, 2012.

Lisa Amos

Nominations & Elections Chair
lla@mail.maricopa.gov

THE BACKPAGE

"A slip of the foot you may soon recover, but a slip of the tongue you may never get over"
-Benjamin Franklin, US Author, diplomat, inventor, physicist, politician & printer (1706-1790)

Gifts for a Teacher

It was at the end of the school year, and a kindergarten teacher was receiving gifts from her pupils. The florist's son handed her a gift. She shook it, held it overhead, and said, "I bet I know what it is. Some flowers." "That's right" the boy said, "but how did you know?" "Oh, just a wild guess," she said.

The next pupil was the candy shop owner's daughter. The teacher held her gift overhead, shook it, and said, "I bet I can guess what it is. A box of sweets." "That's right, but how did you know?" asked the girl. "Oh, just a wild guess," said the teacher.

The next gift was from the son of the liquor store owner. The teacher held the package overhead, but it was leaking. She touched a drop of the leakage with her finger and touched it to her tongue. "Is it wine?" she asked. "No," the boy replied, with some excitement.

The teacher repeated the process, taking a larger drop of the leakage to her tongue. "Is it champagne?" she asked. "No," the boy replied, with more excitement. The teacher took one more taste before declaring, "I give up, what is it?" With great glee, the boy replied, "It's a puppy!"

WHERE AM I?

Can you tell me where in Maricopa County this photo was taken?



The **first** correct answer received at newsletter@irwachapter28.org will win a free 1-day class hosted by IRWA Kachina Chapter 28

SHARE YOUR STORY

Have you had a Right-of-Way experience that may be helpful, informative or humorous? Share your story with your fellow IRWA members in our next Chapter 28 Newsletter.

Email to: newsletter@irwachapter28.org

Have a joke, quote or tip for the back page? Contact:

newsletter@irwachapter28.org

www.irwachapter28.org

POINTS TO PONDER

Don't sweat the petty things and don't pet the sweaty things ...

What was the best thing before sliced bread?

If you try to fail and you succeed, which have you done?

What do you do when you see an endangered animal eating an endangered plant?

To be intoxicated is to feel sophisticated, but not be able to say it.



Steven F. Warburton, SR/WA, Publisher