



**INTERNATIONAL RIGHT OF WAY ASSOCIATION**

19750 S. Vermont Ave, Suite 220  
Torrance, CA 90502  
Phone: (310) 538-0233  
www.irwaonline.org

**Coming Soon!**

**Course 401:  
The Appraisal of Partial Acquisitions**

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The Appraisal of Partial  
Acquisitions**

**Course Description:**

This advanced course for the experienced appraiser deals with the special problems of the valuation of partial acquisitions, both fee and easement. The participant will learn various accepted appraisal methods in order to best determine the approach that is needed in any particular situation.

**This "how to" class includes:**

- How to determine and appraise the larger parcel
- Techniques for appraising the part acquired
- How to identify and measure various types of damages
- How to value the remainder after acquisition
- Special benefits - ways to handle
- Straight before and after - how, why & when

**Topics:**

- Valuation of the Larger Parcel
- The 2 Basic Approaches to Right of Way Valuation How Each Approach Works, Cases Differences, Uses, Advantages Techniques for Valuation of the Part Acquired
- Damages/Diminution Causes, Methods of Measurement, How to Demonstrate in Court
- Special Benefits Techniques for Measurement, Practical Considerations in Eminent Domain
- Special Problems of Easement Valuation All Types of Utility Easements, Temporary Easements Rule of Thumb v. Rule of Economic Impact, How to Handle in Court
- The Appraiser as an Expert Witness

**AQB Credits:**

The Appraiser Qualifications Board (AQB) has reviewed and approved this course for the following: *34.25 hours QE, 34.25 hours CE/E, 31.25 hours CE, Classroom through January 19, 2010*

**Course Tuition Includes:**

Participant's manual; USPAP Text

**Required Materials:**

Handheld Calculator

**Who Should Take This Course:**

This course is geared toward experienced appraisers who are in the process of conducting partial acquisitions, as the course deals with the special problems of the valuation of partial acquisition, both fee and easement.

Last Name	First Name
Title	
Company Name	
Address	
City, State, Zip	
( ) -	<input type="checkbox"/> Yes <input type="checkbox"/> No
Phone	Member
Member ID Number	
Email Address	

If payment includes the fees registrants other than yourself check here   
 (Please submit names of other registrants on a separate paper along with this form)  
 Will you also be attending? Yes No

	Registration Deadlines	Member Tuition	Non-Member Tuition	Total Tuition Amount Due
Before	6/22/2009	\$755.00	\$935.00	\$ _____
After	6/22/2009	\$830.00	\$1,010.00	\$ _____

Total Member Registrants: \_\_\_\_\_  
 Total Non-Member Registrants: \_\_\_\_\_

PRINT NAME AS IT APPEARS ON CARD: \_\_\_\_\_

Amex  MC  Visa  Card #: \_\_\_\_\_ Exp: \_\_\_\_\_ 3-Digit CVV: \_\_\_\_\_

Signature: \_\_\_\_\_ Amount to be Charged: \_\_\_\_\_

### Course 401: The Appraisal of Partial Acquisitions

**Sponsor:** IRWA Chapter 18  
**Date:** July 27-31, 2009  
**Time:** 8:00 AM - 5:00 PM Daily  
**City:** East Syracuse, NY

**Class Location:**  
 Embassy Suites Syracuse  
 6646 Old Collamer Road  
 East Syracuse, NY 13057  
 Phone: (315) 446-3200

**Course Coordinator:**  
 Edward Zehler  
 116 Elm Street  
 Batavia, NY 14020  
 Phone: (585) 344-0292  
 Email: ezebler@rochester.rr.com

**Accommodations:**  
 Embassy Suites Syracuse  
 6646 Old Collamer Road  
 East Syracuse, NY 13057  
 Phone: (315) 446-3200

Please contact the hotel directly for reservations. Online reservations:  
<http://embassysuites.hilton.com/en/es/groups/personalized/SYRDWES-IRW-20090726/index.jhtml>

**Four Ways to Register:**  
**Online:** www.irwaonline.org  
**Fax:** 310-538-1471  
**Phone:** 310-538-0233 x138  
**Contact Coordinator**

**Rates: (starting at)**  
 Single: \$94 + \$12.22 Tax  
 Double: \$114 + \$14.82 Tax  
 \* **Sunday—Thursday night available \***

**About the Co-Facilitators:**  
**David Layne, SR/WA**, is the owner of Layne Consulting Services, Inc. Dave has thirty plus years experience in all phases of right of way (project scoping, appraisal / appraisal review, acquisition / relocation assistance, asset (property) management, and organizational management). Currently, he teaches at proprietary schools, for several professional organizations, and at the college/university level. He has advanced degrees in both business (M.A.) and adult education (C.A.S.). In 1991, Dave received the Frank C. Balfour Professional of the Year Award. In addition to the SR/WA designation, Dave holds an ASA designation with the American Society of Appraisers and an IAO designation with the Institute of Assessing Officers. He is a certified general real estate appraiser in New York State.

**Frank Cirillo, SR/WA** is currently a Real Estate Officer II, managing the Real Estate Office of the NYS Department of Transportation in Buffalo, NY. Prior to his current position in Buffalo, he managed the Poughkeepsie office in the Hudson River Valley of NYS. During his career with the NYS Department of Transportation he has appraised and negotiated as well as managed the appraisal, acquisition and property management units of the Agency's Buffalo office. He is a NYS Certified General Real Estate Appraiser and is a graduate of the State University of NY @ Buffalo, having obtained a BS degree in Business. He is an approved instructor with the NYS Department of State Division of Licensing and has spoken on various topics related to the ROW industry to local, regional and national groups. Prior to his NYS employment he was a consultant appraiser with the firm of Emminger, Hyatt, Newton & Pigeon, Inc., parent firm of ROW Professionals, Inc., in Buffalo, serving clients in NYS and Western Pennsylvania. Frank is a member of the IPDC, serves as the local IRWA Chapter 18 Education Chair and is Past President of the Chapter.

**Cancellation Policy:** All classes scheduled by IRWA chapters are subject to cancellation. All class registrants are encouraged to contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be canceled at any time at the chapter's discretion. Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid course registration, if any, and IRWA and its chapters assume no other registrant liability resulting from class cancellation. Please see irwaonline.org for complete policy details.  
**Refund Policy:** Written notification must be received by the course coordinator prior to class start date to be eligible for tuition refund. **100%** if notice received 15 days or more prior to class start date; **75%** if notice received less than 15 days; **no refund** issued for notice received on or after class start date.