

## Andy Cella Speech Outline

History of National R/W Association-

In California 14 Men (12 affiliated with highway functions, one with RR Union Pacific, one from General Petroleum Corp.) met in Oct, 1934.

Their Aims; TO UNITE AND LOOK FOR A BETTERMENT OF CONDITIONS FOR THE INDIVIDUAL, TO PROMOTE HIGHER STANDARDS AND A CORDIAL SPIRIT AMONG VARIOUS R/W DEPARTMENTS AND PRIMARILY TO ELEVATE THE PROFESSION IN THE COMMUNITY IN WHICH THEY OPERATED.

First official meeting Dec. 5, 1934

First newsletter mailed to 10 large cities and 6 states (NJ was one of them).

The purpose of the newsletter was to urge the recipients to do likewise. Chapter 4 (Washington) Chapter 5 (Missouri), Chapter 7 (Michigan), Chapter 10 (Indiana), Chapter 12 (Illinois) of the earlier recipients formed chapters while NJ became Chapter 15 in April 1956. Upon organizing their aims and goals became more specific.

### RIGHT OF WAY ASSOCIATION AIMS

The purpose of the Association is to unite the efforts of all right of way men toward a betterment of the conditions of the individual; to promote high standards and cooperative spirit among its members; to assist in creating a harmonious and friendly feeling between members and their respective employers; to engender in its members attributes which elevate the profession in which they are engaged and to provide mutual protection and advancement for the members.

Chapter night for Chapter 15 was April 6, 1956 with an attendance well over 100 held at the Essex House in Newark, NJ. The motivators for the Charter were Tom Stewart, Herman Kramer, Russell Watson, Claude McIver, along with others. There were 135 Charter members, more than half of whom were employees of a highway unit, a utility company and real estate appraisers. The balance were engineers, attorneys and title company personnel.

Growth of Chapter- 163 attended the first Chapter Seminar, Nov.22, 1958----175 members as of Dec 31, 1958----Chapter hosted Regional Seminar, Atlantic City, March, 1959----Chapter hosted International Seminar June, 1963.

MEETING ATTENDANCE INCENTIVES THEN. Interstate Highway Program in 50s, 60s 70s was the R/W Chapter attraction due to the size and scope of those projects. The Chapter was the gathering place for those who had a financial interest to obtain

contracts and for utilities to become familiar with those personnel charged with designing, building and negotiating the Interstate R/W.

A-EDUCATION was then an attractive program just as it appears today. It centered on the R/W functions as prescribed by the Federal Govt. and their 90% participation. "Project Ed" was a Chapter success. Private business subsidized the Chapter application fee, meeting and seminar employee expenses. IRS considered it a business expense.

B-NEGOTIATIONS State Highway employees were urged to attend by their supervisors for the education, and meeting persons who they may have future coordinating R/W business meetings with, while VIP guest Highway personnel would meet with utility company chapter members and learn of future interstate planning.

C- Cost of chapter application fees and dinner expenses were not reimbursed for State~Highway employees. All other members were assumed to be on an expense account or alternatively were allowed to charge an IRS expense. Dinners ranged from \$3.25 pp to \$10.00. One social held at the Nassau Inn was 4.00 pp. Other eating sites were Kenny Acres on Rt. 9, Captain Starns, in Atlantic City, Brunswick Inn, Zapperers, Smithville, etc.

D-ATTENDANCE at evening meetings brought out large attendance. 80-100 and sometimes when a well known speaker was on the program or the subject to be heard was important the attendance was near 150. Especially when the top highway engineers, Utility Company executives, Eminent Domain attorneys renowned Appraisers, well known politicians spoke attendance soared above average.

E—FIRST CHAPTER SEMINAR a success along with the first sponsored Chapter Regional held on Saturdays.

F-EVENING MEETINGS were the preferred choice, while Saturdays were for seminar

G-BUSINESS COMPETITION, Appraisers, Engineers and Title Companies were able to market their talents for highway and utility business.

III-ATTENDANCE-WHAT CAN BE DONE TO AMEND THE ABOVE INCENTIVES (THEN) TO ATTRACT MEMBERS TO-DAY?-ENCOURAGE BOSSES TO BE MEMBERS AND ATTEND,

A-EDUCATION-Chapter should endeavor to continue the program as outlined by the International Headquarters. Continue with luncheon meetings having speakers with some type of R/W expertise talk about their duties and procedures. Local speakers could spell out NJ Eminent Domain law. Holding one day seminars having panel discussions

and leaders in the profession taking part. Some effort should be made to gain credit for R/W courses taken by NJ State employees with State Civil Service personnel especially for promotion exams. Education is better to-day.

B-NEGOTIATIONS-Encourage the membership to meet with each other and discuss coordinating and negotiating matters between their highway and utilities representatives attempting to settle problems of long-standing. This can be done before or after luncheon meeting.

C-COST-Approach superiors in Highway, (include Tpke Authority), Utility companies, Title Cos.etc. to subsidize luncheons and association dues. Strive to keep luncheon costs at a minimum but do not sacrifice food quality or the site location.

D-Seek out other Chapters to determine if they have attendance or membership problems and what steps they are taken to cope with it.

E-ATTENDANCE-There is no doubt that upon the completion of the Interstate system interest in the Association and the Chapter waned. The merchandising interests of many of the members (appraisers, attorneys, title companies, engineers) was no longer present. To keep members' interest high and add new members. International headquarters should be consulted along with other chapters for their suggestions. A larger scope of influence and direction may be in the offering. Perhaps the term "Right Of Way" must be enlarged upon to include other Public and Private fields of endeavor. The acquisition of Right Of Way, whether it was highways, or utilities, has allowed communities to develop. This in turn caused zoning laws and master plans to change, Public transportation locating stations or terminals in area results in developers' interest in the reuse of older buildings or their demolition? This may require Public Action and Eminent Domain could play a part. ~Historical site evaluating; land preservation action; environmentalists. All these could be part of land acquisition activities and could broaden the sphere of influence of the International Right Of Way Association and their membership. Approach the bosses and developers of these various functions and show them the benefits of the education program and the interaction of their vocations with the members

IV-CLOSING The following paragraph is taken from the foreword of the American Association Of Highway Officials textbook for Right Of Way printed at the beginning of the Interstate Highway program. Although it is specific to Highways, it may be applied to all types of R/W acquisition.

"It is certainly no exaggeration to say that the right-of-way agent in the State Highway Department is a unique individual. He is at one time or another called upon to be part

appraiser, part lawyer part engineer, and part public relations expert. He is, by the very nature of his duties, acting as both the representative of the general public and of the private individual whose property he is appraising or acquiring. And yet this person in whom the acquiring agency, and ultimately the Nation, has come to place its highest trust and its deepest responsibility, may be a man who has had only limited & informal training in his professional field. He has come from the college campus or the business world with only a limited background in tins field. The fact of the matter is that there is no formal background training yet available in the right—of—way acquisition profession.”

The above quotation needs some up—dating. There are now women in our profession while the Right-Of-Way Association has taken a big step in making available the formal background training. I often wonder does such training take The price of starting at the bottom of the “job ladder” and working up. My career started in engineering drawing up the necessary R/W agreements. By so doing I was forced to comprehend the design and construction plans of the project and sometimes visit on--site to affirm that the agreement covered our needs. I then was assigned to the acquisition unit and wrote out investigators’ reports on each parcel to be acquired on a project. Accompanying a negotiator, I was taught his duties and from there I was assigned a project to negotiate. Appraising came next with evening courses in real estate at various colleges and universities; then finally reaching management status. My first management project was Interstate 95 (Lawnside, Barrington, Haddon Heights) and eventually from Cherry Hill to Deepwater. In between assignments I was taught to abstract deeds in the court house and to confirm and investigate comparable sales. I would have to offer that there is a great deal of “On The Job Training” required for a Right of Way Agent that you still may not receive with the Formal Training.