

# NEWS AND VIEWS

VOLUME 50, ISSUE 2

Published by and for the members of Chapter 18 IRWA since 1966

NOVEMBER 2017

## President's Message

After a very short run as Vice President, I am pleased to be your next President of Empire State Chapter 18. Although I have only been a participating IRWA member for a short time, I am excited to fulfill this role for the next year.

I would like to thank Chad Stropp for providing me with guidance and materials so far and for his role as the Chapter President for the past year. With this new role being a learning experience, I appreciate Chad lending his knowledge and experience to hopefully make this a smooth transition. I attended my first event as President at the Region 4 Fall Forum in Cromwell, CT hosted by Chapter 23 at the beginning of October. I am thankful that Chad Stropp, Erik Stropp, and Tim Magyar were also in attendance to show me the ropes and introduce me to other members.

IRWA events are not only great for education and networking, but they also provide great insight on aspects of our profession that we may not have much exposure to. It was a great experience and I am already looking forward to the Spring Forum at Peddler's Village in Lahaska, PA and the IRWA Education Conference in Edmonton, Alberta.

The meeting schedule for 2017-2018 is posted below. There has been a venue change from the Albany area to Binghamton to hopefully attract some of our members in the Southern Tier. Also it looks like the **2018 USPAP Update** will be held Feb. 2, 2018 followed by a short Chapter meeting.

November, 17<sup>th</sup> (Fri) 2017:

General Meeting, 716 Food & Sports Bar, Buffalo, NY

February 2<sup>nd</sup> (Fri) 2018:

General Meeting, Embassy Suites,  
6646 Old Collamer Rd, E. Syracuse, NY

April 20<sup>th</sup> (Fri) 2018:

General Meeting, Binghamton, NY (Venue TBD)

June 15<sup>th</sup> (Fri) 2018:

Tom Newton Golf Tournament & General Meeting,  
Victor Hills, Victor, NY

August 15-16 (Wed-Thu) 2018:

Meeting, Installation of Officers and Symposium,  
Canandaigua, NY

As always, member input is encouraged and greatly appreciated. I look forward to seeing everyone and having a successful year for Chapter 18!



Sincerely,

**Mike Ames**

President, IRWA Empire State Chapter 18

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Region Chair Letter #2 Sept/Oct 2017

Dear Region 4 Chapters:

This year's Fall Forum was hosted by Ch. 23 in Cromwell, CT on October 6, 2017. What a fabulous event! Ahh...to mix and mingle with other Infrastructure Real Estate professionals and discuss the role our industry plays in the modern world...fabulous! But first, a big "Thank You" to Chapter 23! I want to acknowledge the Ch. 23 Fall Forum Committee: Ken Goldberg, Bill Dorman, Stuart Clark, Gordon Gibson and Michael McCullough for a job well done!

The major theme discussed at the Forum was IRWA's Higher Purpose. Throughout the event, the Higher Purpose mantra was woven into our discussions and activities. In the end It was great to see how our profession really does improve people's quality of life through infrastructure development. Do you have a story to tell? Did a person/family or business ever impact you? These are great questions to reflect on, and more importantly, great stories to tell!. So many times we forget our impact in our local communities and the greater world at large.

As autumn is upon us and the grip of winter nears, it warms my heart to think of the upcoming 2018 Spring Forum (Wednesday April 11 - Friday April 13, 2018). Pennsylvania Chapter 9 will be hosting the event at Peddler's Village in Lahaska, PA. The scheduled events are as follows:

Wednesday April 11, 2018 - Course 102 Elevating your Ethical Awareness  
Thursday April 12, 2018 - Right of Way Education Day  
Friday April 13, 2018 - Region 4 Forum and Business Meeting.

Ida, Joe and I look forward to seeing you there!

As always, if there is anything I (or we) can do to help you or your Chapter - please ask!

Sincerely,

Craig J. Curtis, SR/WA  
IRWA Region 4 Chair

**Upcoming (Region 4 & International) events**

**Spring 2018:**

Spring Forum (Ch. 9), Philadelphia, PA

**June 24-27, 2018:**

International Conference, Edmonton, AB Canadian

**June 9-12, 2019:**

International Conference, Portland, OR

## Scholarship Recipients Named

The Chapter Scholarship Committee selected Brooke Hopsicker, daughter of Gregg Hopsicker, Rachel Lewis, daughter of Julie Lewis, Kelly Stropp, daughter of Erik Stropp, and Janelle Walker, granddaughter of Dave Champagne, SR/WA as the recipients of the 2017 David Layne, SR/WA, Scholarship, presented by Chapter 18 of the International Right of Way Association.

Brooke is a 2017 Regents Diploma graduate of Waterville Central. She was a member of the National Honor Society, a delegate to Girls State, and a participant in the New Visions program. While at Waterville Central, Brooke was a player and captain of several varsity sports' teams, including basketball, soccer, and track. She plans to continue her studies at SUNY Poly and St. Elizabeth's College in the fall.

In June, Rachel Lewis graduated, with perfect attendance, from Vestal High School. She received a Regents Diploma with Advanced Designation. She played lacrosse and was a scholar-athlete. During her senior year, Rachel spent time in Europe with some of her peers and while in Germany stayed with V.H.S.'s exchange partner. In the fall, Rachel will attend Broome Community College with plans to transfer to Binghamton University.

Kelly Stropp is a 2017 Regents Diploma with Advanced Designation with Honors graduate of Paul V. Moore High School in Central Square. In addition to her membership in the National Honor Society, she was the school's "All Year Top Biologist." Activities while at Paul Moore included participation and leadership in many peer math and science groups and as a volunteer tutor in math.

Janelle Walker just completed her second year at the University at Albany where she has demonstrated excellence through membership in Tau Sigma Honor Society, Dean's List of Distinguished Students, and the Delta Sigma Pi Professional Fraternity. Previously, Janelle graduated a year early from high school and is on-track to graduate from the University of Albany with a dual major bachelor's degree at the age of twenty.

Chapter President Chad Stropp said the Chapter is extremely pleased to recognize both the academic and personal accomplishments of the four scholarship recipients and for the chapter to be able to participate, even in a small way, with their academic plans.

The scholarships, in the amount of \$500 each, are awarded based on academics, a personal essay, extracurricular activities, and a letter of recommendation. The scholarship is named after long time Chapter member, David Layne, SR/WA.

### **IRWA Chapter 18 General Session Minutes Wolf's 1-11 Albany, New York April 14, 2017**

**Attendees:** Dave Hatch, Joe Barnes, Chad Stropp, Erik Stropp, Bill Dow, Cheryl Malin, Kim Hudson (guest)

Call to order by Chad Stropp, President, at 12:12 P.M.

**President Chad Stropp** extended the chapter's welcome to everyone attending the meeting.

**IRWA Education Conference** – The voting proxy was discussed since Jim Wilson could not attend. Bill Dow agreed to be the proxy along with President Chad Stropp. Chad will start the paper work necessary to designate Bill Dow as proxy for Chapter 18.

**Secretary's Report (Tim Magyar):** Secretary Tim Magyar was not present and Bill Dow stated he would be taking minutes. Minutes of the last meeting held were reviewed and approved.

**Treasurer's Report (Erik Stropp):** Treasurer's report by Erik Stropp and the Profit/Loss statement were reviewed and approved.

**Professional Development:** David Hatch reviewed a proposal to provide credits to chapter members who attend certain meetings and functions and

participate in other activities. The purpose is to reward member participation in IRWA activities and provide financial assistance with the credits. After discussion, the proposal was tabled for future meetings.

**Education (Bill Dow):** Course 421 is being scheduled this year and the best date was discussed. September appears to be the best date which Bill Dow will review.

**Membership (Bill Dow):** Bill Dow stated there were no new members to approve.

**Newsletter (Dick Stropp):** Dick Stropp has already issued the latest newsletter in March which was posted online and sent to the membership by email.

**Website (Bill Dow):** Bill Dow indicated the website was up to date

**Scholarship:** There have been no scholarship applications so far this year.

**President Chad Stropp** adjourned the meeting at 1:55 p.m.

## **IRWA Chapter 18 General Session Minutes Finn's Tap Room & Party House Victor, New York June 23, 2017**

**Attendees:** Frank Cirillo, Dave Hatch, Ed Zehler, Tim Magyar, Chad Stropp, Kayla Biltucci, Bill Dow, Lisa Cirillo (guest), Kathie Lafko (guest), Julie Lewis

Call to order by President, Chad Stropp at 2:10 P.M.

**Secretary's Report:** The secretary's report was unavailable at the time of this meeting. Minutes from the April meeting will be presented at the August meeting.

**Treasurer's Report:** Erik Stropp not present; however, the current balance sheet was presented along with the activity from the past few months. Motion was made to accept, seconded and carried with no discussion.

### **ROWie Says**

A fool with money to burn  
soon meets his match.

**PDC Report –** No PDC report. Tim will be reaching out to the new members to start the path to designation.

**Education Report –** Course 421 (appraisal of partial acquisitions) will be held in Albany September 25-28 and facilitated by Dave Layne. Attendance at this time is largely DOT staff.

**Membership –** No new members.

**Newsletter –** Get materials into Dick Stropp and he will prep the new newsletter.

**Website –** The new course will be put on the site. The rest is up to date.

**Scholarship –** The application is out and due August 1<sup>st</sup>. Encourage anyone who meets the requirements to apply.

**Old Business:** Chad Stropp, Dave, Tim, and Bill reported on the conference that was held in Anchorage, Alaska in June. Highlights included the vote for the conference location in 2022 (Cleveland, OH), the new member of the IGC (Anna Rausch, Secretary), many fine bars, and lots of tasty margaritas and hurricanes (right Dave). Lots of cool sights, but being in daylight for 20 hours a day is a bit weird. Other news from the conference is that Chapter 55 (Pittsburgh) has been abolished. They had 112 members, but were in poor financial shape and could not maintain a leadership core. Their members will be able to meld into one of the surrounding chapters, including Chapter 18. We have not yet been made aware how many or when this might be happening. Finally, the Valuation COP is planning on publishing their new book on corridor valuation in June of 2018, a venture undertaken with the Appraisal Institute (both US and Canada).

**New Business –** Mike Ames has agreed to join the board and throw his hat in for the Vice President position.

**Symposium –** Speakers are not coming along as expected this year and we are looking for anyone to volunteer or suggest someone. Get any info to Bill Dow so that he may round out the program for our signature event.

Dave Hatch presented ideas for a Membership Activity Incentive Program (MAIP). Dave discussed some of the details that he has thought through including what would count (ie. meetings, forums, conference, symposium), self-tracking by the individual member (which should be easily checked when a member wants to apply, rather than someone internal tracking everyone in the Chapter). Dave discussed a point system that would, in the end be, equated to a dollar value credit system that can

be used for Chapter 18 courses or membership costs.

-Another idea was to invite new members to the symposium gratis...or possibly members that we may not have seen for several years can get a greatly reduced rate.

-Suggestion was made to resurrect the Long Term Planning Committee to decipher an incentivized program (MAIP) and other ideas for garnering interest from new and existing members.

**Election of Officers:** The nominating committee presented the slate of officers for the upcoming year.

President:	Jim Wilson
Vice President:	Mike Ames
Treasurer:	Erik Stropp
Secretary:	Tim Magyar, SR/WA, R/W-AC
PDC Chair:	Tim Magyar SR/WA, R/W-AC
Int'l Voting Director – 1 yr:	Jim Wilson
Int'l Voting Director – 2 yr:	Mike Ames

No one comes forward to run from the floor. A motion was made by Bill Dow to cast a single ballot to elect the slate of officers as presented and the motion was seconded by Kayla Biltucci. There was no discussion and no contesting candidates from the floor. The motion carried and the officers were elected as presented. Congratulations to the new and returning officers.

A presentation of the Tom Newton Memorial Golf Tournament Trophy was made to our winning team (Ed, Dave, Kayla, and Frank), along with a few beers inside. The cup was passed and we all drank in memoriam to Tom. We all miss you, Tom.

Motion made to adjourn the meeting. Seconded with no discussion. Meeting Adjourned at 3:10

**Future Chapter/Region Meeting Dates:**

August 16, 2017 – General Meeting  
August 17, 2017 – Summer Symposium  
Fall Forum 2017, Crowley, CT, October 5-6th

**ROWie Says**

He who gives when asked  
has waited too long.

**IRWA Chapter 18  
General Membership Meeting  
August 16<sup>th</sup>, 2017  
The Inn On The Lake  
770 South Main Street  
Canandaigua, NY 14424**

Call to Order

Secretary's Report (Tim Magyar)

General Membership Meeting Minutes – Victor Hills Golf Course NY, June 23<sup>rd</sup>, 2017

Treasurer's Report (Erik Stropp)

Committee Reports

Professional Development (Tim Magyar)

Education (Bill Dow & Kayla Biltucci)

Membership (Bill Dow)

Vote on new members

Newsletter (Dick Stropp)

Website (Bill Dow)

Scholarship (Dave Layne)

Old Business

Region-4, Chapter 55 (Pittsburgh) was abolished (Nine Chapters down to Eight)

Signatures no longer required when uploading treasurer's info agenda and meeting minutes

Valuation Community new book to be available in June of 2018

Incentive programs for members, new members and young professional

New Business

Looking for candidates for the position of President

Course 421, Valuation of Partial Acquisitions, Latham, NY September 25-28, 2017

Tentative dates for 2017-2018 meetings and symposium (see below)

Meeting Schedule for 2017-2018

November, 16<sup>th</sup> (Fri) 2017: General Meeting, 716 Food & Sports Bar, Buffalo

February 2<sup>nd</sup> (Fri) 2018: General Meeting, Embassy Suites, 6646 Old Collamer Rd, E. Syracuse

April 20<sup>th</sup> (Fri) 2018: General Meeting, Binghamton

June 15<sup>th</sup> (Fri) 2018: Tom Newton Golf Tournament & General Meeting, Victor Hills, Victor

August 15-16 (Wed-Th) 2018: Meeting, Installation of Officers & Symposium, Canandaigua

Adjourn

Upcoming (Region 4 & International) events

October 4-7, 2017: Fall Forum (Ch. 23), Radisson Hotel, 100 Berlin Rd, Cromwell, CT 06416

**[SEE PAGE 2 of this newsletter]**

## July 1, 2016 - June 30, 2017 Income Statement

Chapter/Region

18

Please Select Chapter/Region # in the Box from the Dropdown

Currency type **(Will Appear Automatically)**

U.S. \$

Income	QBs Account	
Contributions, Gifts & Grants Received <span style="color: red;">(For contributions of \$5,000 or more, complete schedule B)</span>	4043	
Course Income	410	
Conventions and Meetings	47	16,850.00
Special Events Income - Fundraising Activities <span style="color: red;">(Complete Schedule C of the Checklist)</span>	40	
Advertising <span style="color: red;">(Complete Paragraph 1 of the Checklist if Gross Income is \$1,000 or More)</span>	4667	
Interest/Dividend	4020	9.17
Dues/Assessments	4041	1,525.00
Sponsorship Income	4047	925.00
Incentives Received from IRWA	4665	474.46
Other Income	4670	
<b>TOTAL INCOME - Must Match QuickBooks' Total Income as of June 30, 2017</b>		<b>19,783.63</b>

EXPENSES	QBs Account	
Contributions, Gifts, and Grants Paid <span style="color: blue;">(Complete schedule D)</span>	504	1,375.00
Course, excluding occupancy	501	
Occupancy	7010	
Conventions and Meetings	60	13,741.09
QBs Accounting Fees	7670	
Advertising	7000	
Bank Charges	7100	
Depreciation	7200	
Equipment Rental and Maintenance	7490	
Legal fees	7700	
Miscellaneous	7600	
Newsletter <span style="color: blue;">(Printing &amp; Mailing)</span>	7440	195.00
Officers' compensation <span style="color: blue;">(Complete Supporting Schedule E)</span>	7020	
Postage & shipping	7850	
Special Events Expenses - Fundraising Activities <span style="color: blue;">(Complete Schedule C)</span>	50	
Printing	7440	
Supplies <span style="color: blue;">(Excluding Course Related Items)</span>	7850	
Taxes	7870	
Telephone	7890	
Travel <span style="color: blue;">(Chapter/Region Officers' Transportation, Lodging and Meals Expenses)</span>	7300	4,647.75
Website	7990	239.40
<b>TOTAL EXPENSES - Must Match QuickBooks' Total Expenses as of June 30, 2017</b>		<b>20,198.24</b>

<b>NET INCOME/(LOSS)</b>	<b>(414.61)</b>
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NET ASSETS (FUND BALANCES)	
<b>Beginning of year</b>	45,972.44
<b>End of year</b>	<b>\$ 45,557.83</b>

Date

Chapter/Region Treasurer's Signature	
Chapter/Region President/Chair's Signature	

## CREDIT MEMO

RWA Chapter # 18  
Mr. Erik Stropp  
Stropp Appraisal  
9535 Money Road  
Brewerton NY 13029

September 30, 2017  
CG20170930Ch18

**\$ (16,189.00)**

0

### QuickBooks

	Acct				
Chapter Charges	5421	39	397.00	\$	15,483.00
Instructor Fee	5421	1	2,600.00	\$	2,600.00
Course Coordinator Credit	4421	1	(397.00)	\$	(397.00)
Payments received from participants	4421	1	(33,875.00)	\$	(33,875.00)
<b>Total Due to CHAPTER</b>				<b>\$</b>	<b>(16,189.00)</b>

NOTE : HQ will issue a check for all payments received after invoice closing date of 10.10.17

C421 September 25, 2017 Latham, NY Ch18						
EventsRegistrant Query Report						
#	FullName	OrganizationName	PrimaryEMail	Primary Phone	Invoice Amount	Amount Paid
1	michele bray	dec	michele.bray@dec.ny.gov	845-256-3124	935.00	935.00
2	Colin Brennan	New York State Department of Transportation	colin_brennan@dot.ny.gov	607-324-8496	935.00	935.00
3	Frank Cirillo	New York State Department of Trans	frank.cirillo@dot.ny.gov	(716)847-3238	755.00	755.00
4	David Crites	NYS DOT	david.crites@dot.ny.gov	518-457-9179	935.00	935.00
5	Susan Crutcher	NYS DOT	susan_crutcher@dot.ny.gov	845-437-3388	935.00	935.00
6	Christopher Dandrow	New York State Department of Transportation	christopher.dandrow@dot.ny.gov	315-785-2413	935.00	935.00
7	Jennifer Donlin	NYS DOT	jennifer.donlin@dot.ny.gov	607-721-8067	935.00	935.00
8	J. William Dow	Coates Field Service, Inc.	bill.dow@coatesfs.com	(518)782-1506	-	-
9	Christopher Duffy	NYS Department of Environmental Conservation	christopher.duffy@dec.ny.gov	518-357-2555	935.00	935.00
10	Christopher Feenaughty	NYS DOT	christopher.feenaughty@dot.ny.gov	607-721-8087	935.00	935.00
11	Kathleen Foley		kathleenfoley@gmail.com	(702)610-2274	755.00	755.00
12	Denise Fuhrmann	NYS DOT	denise.fuhrmann@dot.ny.gov	716-847-3538	935.00	935.00
13	Bruce Koshinski	NYS DOT	bruce.koshinski@dot.ny.gov	(518)457-9878	935.00	935.00
14	Robert Kosowski		robert.kosowski@thruway.ny.gov	716-359-4425	935.00	935.00
15	Anita Kumar	DOT	anita.kumar@dot.ny.gov	(718)482-6437	935.00	935.00
16	Kimberly Lewis	NYS DOT	Kimberly.Lewis@dot.ny.gov	(518)485-0143	935.00	935.00
17	Lynn Lindskoog	NY Department of Environmental Conservation	lynn.lindskoog@dec.ny.gov	518402-9451	935.00	935.00
18	Cheryl Malin	Federal Highway Administration	Cheryl.Malin@dot.gov	(518)431-8895	755.00	755.00
19	Jeremiah Maxon	NYS DEC	jeremiah.maxon@dec.ny.gov	(315)785-2310	935.00	935.00
20	Shane May	New York State Department of Environmental Conservation	shane.may@dec.ny.gov		935.00	935.00
21	Cairren Miller	NYS Department of Transportation	cairren.miller@dot.ny.gov	(518)417-6124	935.00	935.00
22	Glenna Ort	New York State Department of Environmental Conservation	Glenna.Ort@dec.ny.gov	(518)623-1200	935.00	935.00
23	Ken Ossont	NYS Department of Transportation	Ken.Ossont@dot.ny.gov	716-847-3171	935.00	935.00
24	Ashley Patterson	NYS DOT	ashley.patterson@dot.ny.gov	315-793-2420	935.00	935.00
25	James Pierce	NY State Dept of Transportation	james.pierce@dot.ny.gov	(518)312-8171	755.00	755.00
26	Dale Pinckney	NYS DOT	dale.pinckney@dot.ny.gov	(518)457-9240	935.00	935.00
27	Eileen Potter			(702)885-9513	-	-
28	Justin Richards	NYS DOT	justin.richards@dot.ny.gov	(315)785-2442	935.00	935.00
29	Leoncio Romero	New York State Department of Transportation	Leoncio.Romero@dot.ny.gov	718-482-4772	935.00	935.00
30	Timothy Ruscoe	NYS DOT	Timothy.Ruscoe@dot.ny.gov	845-437-3352	935.00	935.00
31	Lesley Schneider	NYS Department of Transportation	Lesley.Schneider@dot.ny.gov	585-272-3392	935.00	935.00
32	Mary Sheldorfer	NYS DOT	mary.sheldorfer@dot.ny.gov	(718)482-4647	935.00	935.00
33	Ralph Smaldon	DOT	ralph.smaldon@dot.ny.gov	315-793-2403	935.00	935.00
34	Donna Strickland	NYS DOT	donnastrickland@dot.ny.gov	(631)952-6102	935.00	935.00
35	Thomas Szack	NYS DOT	thomas.szack@dot.ny.gov	(518)457-9139	935.00	935.00
36	Steven Wanamaker	Transportation	Steven.Wanamaker@dot.ny.gov	585-272-3447	935.00	935.00
37	Carolyn Wiggins	N.Y.S.D.E.C.	carolyn.wiggins@dec.ny.gov	518-897-1278	935.00	935.00
38	Nicole Zaidi	New York State Dept. of Transportation	nicole.zaidi@dot.ny.gov	(631)952-6069	935.00	935.00
39	Jared Zigenfus	NYS DOT	jared.zigenfus@dot.ny.gov	(585)613-6562	935.00	935.00
					<b>\$ 33,875.00</b>	<b>\$ 33,875.00</b>

**Editor's Memo:**  
**Our net for the September course offering was approximately \$17,000**

## In Their Own Words

Each year, the Scholarship Committee is impressed with the recipients' accomplishments, focus, and drive. This year we thought we would let them tell you themselves. The following are quotes from their personal essays, one of the four scholarship requirements.

"Failure can be taken one of two ways. We can learn and grow from the experience to help us become a stronger and more knowledgeable individual, or we can allow our defeats to control our attitudes towards life. I choose to learn and grow from my failures."

"I thrive in an environment that keeps a strict schedule and theme of production."

"Opening up my eyes and viewing the way others live is essential for success."

"I like that in math team we have the opportunity to solve problems both as a team as well as individually."

"There was pressure ... to simply quit but I could not walk away from something that I had made a commitment to."

"I am very committed to learning..."

"You never realize how the smallest and, at times, seemingly insignificant moments can define you." "While growing up I was always pushed to be the best I could be, and it was instilled in me that once you start something, you finish it."

"I am a determined student who values her education."

"(D)ream of a future in an area full of possibilities."

### IRWA CHAPTER LEADERSHIP

CHAPTER 18 – EMPIRE STATE CHAPTER TERM OF OFFICE:  
JULY 1, 2017 TO JUNE 30, 2018

#### **CHAPTER OFFICERS**

##### **PRESIDENT**

**Mike Ames**  
Kinder Morgan, Inc.  
197 Tennessee Road  
Coudersport, PA 16915  
Office: 814-274-3135  
Cell: 607-382-1702  
michael\_ames@kindermorgan.com

##### **VICE PRESIDENT**

##### **SECRETARY**

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716-674-3360  
716-674-4052 fax

##### **TREASURER**

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Brewerton, NY 13029  
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estropp@twcny.rr.com

#### **INTERNATIONAL BOARD OF DIRECTORS**

Mike Ames

#### **PROFESSIONAL DEVELOPMENT**

**Tim Magyar**  
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#### **NEWSLETTER**

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#### **CHAPTER COMMITTEE LEADERSHIP**

##### **EDUCATION**

**Kayla Biltucci**  
401 Kilbourne Road  
Rochester, NY 14618  
585-370-3657  
kbil2c@me.com  
and  
**Bill Dow**

##### **MEMBERSHIP**

**Bill Dow, Vice President**  
Coates Field Service  
950 New Loudon Rd, Suite 240  
Latham, NY 12110  
518-782-1506  
518-915-8050 cell  
518-782-1507 fax  
bill.dow@coatesfs.com