

IRWA—Chapter 52 Newsletter

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The Virginia Acquirer

September 2018

Mary Lou Gayle, SR/WA, Editor
Mike Perfater, Editor Emeritus



SEPTEMBER MEETING!

The next Chapter 52 meeting will be held on September 21, 2018 at Lake of the Woods Clubhouse, near Fredericksburg, Virginia!

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Specializing in the Review of Eminent Domain
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DATE: Friday September 21, 2018

LOCATION: Lake of the Woods Clubhouse, 205 Lakeview Parkway, Locust Grove, VA 22508 ("Germanna Room") - see directions on back page of newsletter.

SCHEDULE:

Board of Directors Meeting,
10:30am-11:30am.
Meet/Greet/Get-Ready-to-Eat,
11:30am-Noon.

Lunch, Noon.

Following Lunch:

Chapter Business Meeting—
Speaker: Richie Stuart, Asst. State
Right of Way Mgr. Special Projects
- (VDOT)

LUNCH MENU:

Lemon Caper Chicken

Carved Baron of Beef with au jus
Garden Salad w/ Ranch or White Balsamic Vinaigrette
Green Beans w/red peppers and almonds
Roasted Red Potatoes
Pound Cake w/sauce
Coffee and Tea

COST: \$20.00

RSVP: as soon as possible, but no later than Friday, September 14th to Carrilin Hirsch at
chirsch@pendercoward.com

After letting Carrilin know you are coming— you can pay in advance!

Click here:

[Paypal.me/IRWACHapter52](https://www.paypal.me/IRWACHapter52)

Please note! If you RSVP and do not attend, you are still responsible for the \$20.00 fee.

MESSAGE FROM OUR PRESIDENT...

Perhaps the most common question any lawyer gets asked upon meeting a new acquaintance is, “so what sort of law do you practice?” This, and good marketing practices, means I think semi-regularly about my elevator pitch – how to describe what we do in a quick, positive, and engaging way, that conveys the feeling and sense of what we do without getting bogged down in jargon. Since I’ve been doing right-of-way work for the past eleven years, Van Morrison’s Raincheck has summed up for me how I feel about it:

*“Can’t take my love away, ah ‘cause it’s here to stay
If it fades away, come back another day
Gonna keep on moving on up to the higher ground
Gonna keep on moving on up, I wanna stick around
Gonna keep on moving on up, oh gonna stand my ground
Won’t let the bastards grind me down”*

That being said, you can’t really get out an anecdote about an obscure song lyric fast enough for the person who just met you to not wonder what this lawyer they just met is nattering on about, and I bet he talks like this just to rack up billable hours. So back to the drawing board about how to quickly and positively convey the feeling of what we do.

If you have any particular slogans or phrases that you think quickly and positively convey how you feel about right of way work, I’d love to hear them.

~D. Rossen S. “Ross” Greene, Esq., SR/WA



WHY GO IT
ALONE

As an association of multi-disciplined professionals, IRWA knows that being involved with infrastructure projects is tough work. So why go it alone?

For over 80 years, the International Right of Way Association has tailored exceptional education and prestigious credentialing offerings to the evolving needs of right of way professionals. Connecting with our 10,000 members links you to valuable feedback, perspective and project solutions you can't get anywhere else.

With over 70 local chapters throughout North America and Africa, a growing list of classroom and online courses, conferences and networking events, maximizing your career potential has never been easier.

www.irwaonline.org



RECIPE OF THE MONTH

ROSEMARY RANCH CHICKEN KABOBS PRINTED FROM: WWW.ALLRECIPES.COM

Ingredients

- 1/2 cup olive oil
 - 1/2 cup ranch dressing (can use lite)
 - 3 tablespoons Worcestershire sauce
 - 1 tablespoon minced fresh rosemary
 - 2 teaspoons salt
 - 1 teaspoon lemon juice
 - 1 teaspoon white vinegar
 - 1/2 teaspoon ground black pepper, or to taste
 - 1 tablespoon white sugar, or to taste (optional)
- 5 skinless, boneless chicken breast halves—cut into 1 inch cubes

Directions

• In a medium bowl, stir together the olive oil, ranch dressing, Worcestershire sauce, rosemary, salt, lemon juice, white vinegar, pepper, and sugar. Let stand 5 minutes. Place chicken in the bowl, and stir to coat with the marinade. Cover and refrigerate for 30 minutes.

Preheat the grill for medium-high heat. Thread chicken onto skewers that have been soaked in water and discard marinade.

Lightly oil the grill grate. Grill skewers for 8 to 12 minutes, or until the chicken is no longer pink in the center, and the juices run clear.

If you don't want to grill, you can put all



the chicken and the marinade in an oven safe container and bake for 20 minutes at 450 degrees. Serve over rice—delish!

Serves 6—

W V F S S D B I B Y S P L A E M G T D O M E D C N
 U V U B S N K N N E C B R A N Y V R Q B I V I O O
 Z B C F K R O H O T N N R O U A D U S J N I F L I
 Y H T A P M E I G I R E A A B T I S P E I T F L T
 C R E A T I V E T P T A F P I L U T I C M A E A A
 A T T I T U D I N A L A A I E N E M H T I R R B R
 B A R G A I N I N G C R I G C R S M S I Z G E O A
 C O M M I T M E N T G I T T E I C T N V I E N R P
 R U N D E R S T A N D I N G O N A S O E N T C A E
 S E I T L A N O M M O C S U F G C L I R G N E T R
 N O I T A C I F I T N E D I M U E Y T D M I S I P
 H S I L P M O C C A N I A G N M N N A G I I G V P

Communication in Real Estate Acquisition



ACCOMPLISH
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 PROBLEM
 RELATIONSHIPS
 STANDARDS
 TRUST
 UNDERSTANDING

"A dream doesn't become reality through magic; it takes sweat, determination and hard work." ~ Colin Powell

CONSULTANT'S CORNER—by Al Dorin

In this installment of *Consultant's Corner*, we will complete our review of Section 3 of Chapter 4 of the VDOT Right of Way and Utilities Manual, which covers Appraisal Development. Specifically, the three traditional approaches to value, which include the Direct Sales Comparison Approach, the Cost Approach, and the Income Approach, will be discussed along with a brief comment on the valuation of personal property and furniture, fixtures, and equipment (FF&E).

USPAP (Uniform Standards of Professional Appraisal Practice) includes two types of reports: oral and written, the latter of which can either be an Appraisal Report or a Restricted Appraisal Report. VDOT will allow an oral report, if authorized by the Director of Right-of-Way and Utilities or the Chief Appraiser, but a file memorandum clarifying its use and a signed Appraiser Certification must be included. The VDOT manual also states that a Restricted Appraisal Report is not an option unless used by the Chief Appraiser for internal purposes. In most cases, the primary valuation report used by VDOT appraisers is the "Appraisal Report" as defined by USPAP. VDOT further categorizes the Appraisal Report into two types: the Acquisition Appraisal (AA) and the Narrative Appraisal (NA). The type of report utilized is relevant to this discussion because it affects which and how many of the three approaches to value will be necessary in order to adhere to USPAP.

An AA report is typically used for uncomplicated valuation assignments. The determination of whether or not an assignment is complicated can be debated, but usually decided by VDOT if the Commonwealth will own the rights to be acquired or federal funding is involved. AA reports are most commonly used when only land is being acquired or encumbered with an easement with or without the inclusion of minor improvements. Issues that would complicate the assignment would include, but not be limited to, anticipated damages to the remainder, existing easements that may impact valuation such as for access or aerial use by a dominant tenement, or potential land use that may differ from the existing land use.

One may contend that the use of an AA report for an improved property would be a violation of USPAP because the omission of the value of the improvements would be misleading to the value of the whole property and that such a report should include a Jurisdictional Exception, the application of which may also be questionable. But this is not necessary as long as the appraiser specifically states in the report that the property being appraised is a fractional interest, physical segment, or partial holding {Standard 1(e)(v)}.

Now that the types of appraisals have been clarified, the three traditional approaches to value can be discussed and applied to the AA or NA. Typically, since only land is being appraised in an AA, the primary, if not sole, approach to value is the Direct Sales Comparison Approach. The development of this approach would involve gathering, researching, confirming, and adjusting sales of comparable size, utility, land use potential, and reasonably located nearby or in a similar neighborhood of like uses. The data listing and verification process is covered in Section 4.3.13 of the manual (NOTE to VDOT: the section is listed as "3.13" in the manual). RUMS form AF15 is a template that can (must) be used to summarize the sale data for each comparable property. Although the sales comparison analysis is used in the vast majority of the valuation assignments for land, other methods can be utilized including allocation, extraction from improved sales, capitalization of ground leases, and the land residual technique.

Advice to the appraiser, especially for court appearances: confirm your sales with a knowledgeable source. You will likely be asked by opposing counsel whether or not the sale you used was verified and by whom. Sometimes you would be surprised by what others found out about your sale from their sources. Another personal tip: include in your report only the three best sales you thoroughly researched and confirmed. Certainly analyze all data you collected, but three defensible sales are all you need in your report and it minimizes the amount of information that opposing counsel will invariably find something about which to contest.

For the NA report, all three approaches (Cost, Direct Sales Comparison, Income) should be considered, but all would not necessarily be applicable, such as the case might be for a Cost Approach when the property is improved with an aged building or for an Income Approach for a single-family detached dwelling in a 100% owner-occupied residential subdivision. Each approach has its strengths and weaknesses and one might be more appropriate and a better indication of value than another depending upon the property's use.

CONSULTANT'S CORNER—cont.

The following chart provides some considerations regarding the use of each of the approaches when valuing an improved property. Keep in mind that in the vast majority of property acquisition projects, a separate value of the land will always be needed, whether a Cost Approach is developed or not.

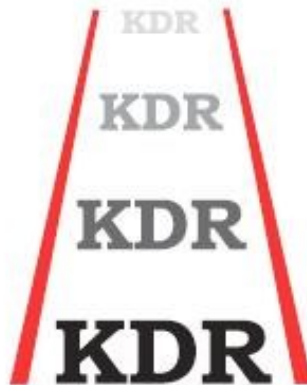
Approach	Strengths/Plus	Weaknesses/Minus
Sales Comparison	Widely accepted by courts Easiest approach to understand Based on data that is usually readily available	Quantitative adjustment process is difficult to support Sales may be limited for unique or special use properties
Cost	Most applicable when dealing with newly constructed improvements May be only reliable approach for unique or special use improvements Can provide useful information regarding reliability of other approaches	Difficulty in estimating physical depreciation in older structures Difficulty in estimating functional obsolescence due to excess or poor design Difficulty in supporting allowance for entrepreneurial profit
Income	Most applicable for income-producing properties Rental, expense, vacancy data <i>usually</i> available for multi-tenant properties	Income/expense data difficult to obtain/verify for some property types Capitalization rate sometimes difficult to support and almost always a challenge for jurors to understand Developmental approach not typically allowed by courts even though it might be the most reliable approach

When two or more approaches are used, a final reconciliation is required. Depending upon the property use and reliability of the data collected, the most appropriate approach should be relied upon for the final value estimate. It would be safe to say that an appraiser should never average the indicated values when more than one approach is developed.

And finally, there are instances when improvements are being acquired where there may be personal property present in the form of furniture, fixtures, and/or equipment. This is often the case with certain property types such as restaurants, lodging facilities, and service facilities where there is equipment of substantive value. The first, and many times most difficult, step in the process is determining whether or not property is personal or real. If the former, it is often advisable to hire a personal property appraiser qualified to render value estimates separate from that of the real property.

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We are a full-service property rights acquisition company. Our mission at KDR is to provide competent, high quality, cost effective real property acquisition services through honest and fair dealings with our clients and those from whom we acquire real property rights, in a manner that is optimally beneficial to all concerned.



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Appraisal Review Specialists, LLC
3058 Mount Vernon Road, Suite 12
Hurricane, WV 25526-9458
304.760.2156

Report from Chapter 52's Appraisal Committee

The Board of Trustees of The Appraisal Foundation has undertaken an initiative to seek more individuals leaving the military to enter the Appraisal Profession. The Veterans Administration has educational funding that will cover the training. In some cases, the training can begin as soon as one year prior to the end of the individual's service commitment. I was fortunate enough to be appointed to this committee. We have been working with the VA in Washington as well as the chair of the Senate VA committee. One piece of information that we have uncovered is that the programs are not the same in all states.

Do any of you know an individual that works for the VA in Virginia that is knowledgeable about their education programs? If so, would you please send me his/her contact information?

This would be an excellent opportunity for our chapter to become involved with thanking our veterans for all that they have given for all of us. The VA program also covers the individual through the trainee status and up until the person obtains a license.

If you have any questions or comments, please let me hear from you. This is a wonderful way to give back to those who have given so much for us.

~Phyllis Lilly, SR/WA

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Email Phyllis.Lilly1210@gmail.com





July/August 2018

Dear Region 4!

What an exciting 64th Annual Education Conference in Edmonton, Canada! The IRWA's yearly event drew participants and attendees from around the world. This fact truly makes our organization the global leader of Infrastructure Real Estate. If you have never been to an Annual Education Conference, consider attending next year's Conference! The 65th Annual Education Conference will take place in Portland, OR (June 9-12, 2018).

In Edmonton, Region 4 was well represented in many ways. Chapter 52's David Arnold, J.D., SR/WA and Ross Greene, J.D., SR/WA lead an eye opening and energetic session entitled, Emerging Landowner Tactics to Maximize Just Compensation. Also, Chapter 16's Derrick Roma, PMP, SR/WA co-presented a session on Project Management Basics for the Young Professional.

At the SR/WA Recognition & Awards Luncheon, we experienced Chapter 52's Lore DeAstra and Mary Lou Gayle, along with Chapter 14's Debbie Carter, R/W-RAC become SR/WA's! We applauded Chapter 14's Vanessa Ringgold, SR/WA, R/W-RAC as being recognized as "Region 4's Professional of the Year." Region 4's Potomac Chapter 14 was one of the two finalist for the "Chapter of the Year" award. (We applaud Chapter 14 as one of the top 2 Chapter's in the IRWA). The Gene L. Land Award for "Highest Percentage Gain in Membership Growth" went to Delaware Chapter 56 And, one of the IRWA's most prestigious award's, the "Young Professional of the Year" award went to Chapter 16's Derrick Roma, PMP, SR/WA. Congratulations to all our Region 4 finalists and award winners!

And it doesn't stop there!

It was also announced at the Education Conference, the RWEIF has appointed Gina Anthony, SR/WA (Chapter 14) and Lara Bailey SR/WA, R/W-NAC (Chapter 16) to the RWEIF Board of Directors. In addition, Ch. 52's Dave Arnold, J.D., SR/WA has been appointed to the International Ethics Committee. What an honor it is to have these three outstanding Region 4 Members appointed to their respective positions!

On the last day of the conference, we celebrated out-going IEC President Jerry Colburn, SR/WA and his tenure on the IEC. As we are all volunteers, we understand the dedication and passion it takes to give up our time and energy for the greater good of others. In addition to this celebration, the yearly election of the International Executive Committee (IEC) took place. The 2018-2019 IEC representatives are:

Jeff Jones, SR/WA, R/W-NAC, R/W-RAC, R/W-URAC, International President
Aimee Mims, SR/WA, R/W-AMC, R/W-NAC, International President Elect
Sharon Slauenwhite, SR/WA, International Vice President
Jacob Farrell, SR/WA, International Treasurer
James Olschewski, SR/WA, R/W-NAC, International Secretary

In closing, I want to personally thank all of the out-going Chapter Leaders. Again, as a volunteer, your efforts are so truly appreciated. Without your commitment, your Chapter and our Region would not be a success!

I also want to personally acknowledge and thank outgoing Region 4 Secretary/Treasurer Joe Bottino, SR/WA. Joe's many years of service and commitment to our Region is remarkable. Joe's passion for his Chapter and our Region is priceless. We applaud you Joe! Another thank you for service goes out to former Region 4 Chair Rick Pino, R/W-AC, MAI. Rick has been a tireless volunteer to his Chapter, our Region, the IRWA and the RWEIF. Rick, we applaud your service too!

Looking forward, I want to welcome all of our new Chapter President's! Your 2018-2019 Region 4 Leadership is eager to work with you and your Chapter members to continue to strengthen your Chapter, our Region and the IRWA. Mark your calendars for these upcoming events:

- Region 4 Fall Forum 2018 Ch. 16 In Burlington, VT.
Save the Date: 10.17-20.2018
*Go to www.nechapter16.com to register and more info!
- Region 4 Spring Forum 2019 hosted by Ch. 15 (Dates: TBD).
- 65th Annual Education Conference, Portland, OR (6.9-12.2018).

Sincerely.

Craig J. Curtis, SR/WA
IRWA Region 4 Chair
dpscraig@aol.com



July/August 2018

Hello Region 4!

I have to second what Craig said about this being an exciting 64th Annual Education Conference in Edmonton, Canada! As always, we were able to meet, get to know, reacquaint, laugh, learn, and enjoy participants from all over the world. Truly brings home how global our organization has become in the last 10+ years.

While it is always fun to attend the Conference, seeing all the accomplishments, acknowledgements, and recognition that Region 4 received seemed to make it all shine a little brighter. Region 4 definitely seemed to be in the spotlight due to several stellar members that we are lucky to call our own. I would like to congratulate each and every member that received a nomination, recognition, designation, appointment, or took their time to present. As a Region leader, it makes me very proud of what our Region is able to do when we have dedicated individuals who are passionate about their career.

The years always seem to fly by, and it is bittersweet to say goodbye to our IEC leadership at the Conference. While I had the pleasure to speak with out-going IEC President Jerry Colburn on several occasions, I did not get to know and interact with him the way Craig did as Region 4 Chair. The times that I did get to speak with him, I was always impressed with his willingness to listen and spend the time needed to learn what was happening so he could offer the best possible advice and direction. I am looking forward to, hopefully, getting to know him better in the coming years.

At the Board of Directors Meeting this year we were all kept on our toes. I found it invigorating to see the passion that other members have for our organization and I hope that others are inspired to step up and run of different offices, whether it be at a Chapter, Region, or International level. Without volunteers our organization would

cease to be the global leader of Infrastructure Real Estate. I wish our incoming IEC representatives the best of luck in the coming year and I cannot wait to see what it brings!

This also heralds a changing of the guard at the Chapter level. As Past Presidents are graciously turning over the reins to incoming Presidents, and other Chapter leaders move up in ranks, or assume new positions, it is imperative that open lines of communication remain intact. As Region Vice-Chair, and as someone that has been through the ranks at the Chapter level several times, I am always available to offer a listening ear, advice, or opinion.

For those in Leadership positions that have served in the past, I applaud you for dedication, time, and attention to your Chapter, and our Region. You have set the bar high for those that follow in your footsteps and I know that we are up for the challenge in filling them.

As Craig said, mark your calendars for these upcoming events:

- Region 4 Fall Forum 2018 Ch. 16 in Burlington, VT

Save the Date: 10.17-20.2018

*Go to www.nechapter16.com to register and more info!

- Region 4 Spring Forum 2019 hosted by Ch. 15 (Dates: TBD)

- 65th Annual Education Conference, Portland, OR (6.9-12.2018)

Furthermore, start making our plans to attend the 65th Annual Education Conference in Portland Oregon. If you have never attended an Annual Conference, I would highly recommend attending. Between the education sessions, the Board of Directors Meeting, the Region Caucus, the networking functions, and all that Portland has to offer, it should be a conference to remember!

Sincerely.

Ida J. Parrett, SR/WA
IRWA Region 4 Vice-Chair
Ida.Parrett@state.de.us



IS PROUD TO PRESENT

Region 4 2018 Education Conference and Fall Forum

ENERGY TRENDS IN THE NORTHEAST

How Do They Impact the ROW Industry?

WHEN:

Wednesday, Oct. 17, 2018 -
Friday, Oct. 19, 2018

WHERE:

Hilton Garden Inn
101 Main Street
Burlington, VT 05401

HOTEL COST:

\$169.00 per night (plus tax)

MINUTES WALK FROM:

ECHO Lake Aquarium and
Science Center
Church Street Marketplace
Home of Multiple Breweries

**VISIT OUR WEBSITE FOR
MORE INFORMATION:**

www.nechapter16.com

Registration Coming Soon!

SCHEDULE INCLUDES:

- | | |
|------------------------------|--|
| OCT 17 | Course 604 Environmental Due Diligence and Liability |
| OCT 18 | Education Conference
Key Note Speaker:
Michael Henderson, PE Director of Regional Planning & Coordination, ISO New England
Presenters & Panel Discussion: <ul style="list-style-type: none">• <u>Moderator:</u> Christopher Root, COO,• Erin K. Petkovich, Northeast Development, Enbridge• Will Dodge, Director, Downs Martin, PLLC Additional Presenters invited from:
Green Mountain Power, Vermont Agency of Transportation, NHDOT, Avangrid, & others.
Safety Presentation: <ul style="list-style-type: none">• David Notte, Physical Security Spec, |
| VELCO
Business
Rachlin | |
| OCT 19 | Fall Forum Business Meeting |



UPCOMING CLASSES—REGION 4



Upcoming Classes— Sponsored by Chapter 52



ARE YOU TRYING TO GET CREDENTIALLED?

DO YOU NEED CREDITS FOR RECERTIFICATION?

THEN CHECK OUT THIS CLASS!

Course 219: Introduction to Presentation, Facilitation, and Instruction

Course Description:

This course provides participants with an understanding of presenting, instructing and facilitating; an opportunity to develop or enhance presentation, instruction and facilitation skills; personal and professional development, and a venue during which to assess personal skills and abilities before expressing an interest in becoming an IRWA Instructor or a Conference presenter. At the conclusion of the course, participants will have learned about, developed, and demonstrated presentation, instruction and facilitation techniques.

COURSE COORDINATOR:

Kimberly Gruber-Glaubke
7511 Burbage Drive, Suffolk, VA
757-681-2822
Email—Kim.Gruberg@VDOT.Virginia.gov

CLASSROOM LOCATION:

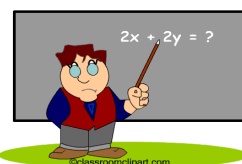
Homewood Suite by Hilton Richmond – Airport
5966 Audubon Drive
Sandston VA 23150
Phone: (804) 737-1600

INSTRUCTOR: David Layne, SR/WA

Date: October 15-16, 2018 \$415 Member—\$520 Non-member

We are currently in the process of trying to schedule a few more classes— If there are any particular classes that you need in order to receive a designation, please shoot an email to Allen Armstrong, our Education chair at aaa@ares.land

We will send out a mass email to our members to see if there is sufficient interest and if so, will do everything in our power to try and schedule the class- Running low on funds and can't afford the class? Volunteer to coordinate and your tuition is waived. Need more info, check out the back page of this newsletter!





IRWA's 2018 Conference Photos Have Arrived!



Last month, hundreds of infrastructure professionals gathered at IRWA's 64th Annual International Education Conference in Edmonton, Alberta for a week of educational sessions, networking opportunities and unforgettable moments.

[Click here to view the photo gallery](#)

To download a photo, click the album, select the image and click the download icon at the top right corner of your screen.



Lore DeAstra (our 1st Vice President) and Mary Lou Gayle (our 2nd Vice President), were recognized at the International Conference for obtaining their SR/WA designating during the past year. Congratulations to both of them, along with all the other Chapter 52 members who obtained their SR/WA designation as well as those that obtained their RWA and RWP during this past year!



During the Conference Opening Ceremonies, attendees were grouped according to their particular Region. The Opening Ceremonies at the Conference were outstanding. The keynote speaker was Rick Mercer— who according to the conference information is “Canada’s most popular comic, a political satirist who knows exactly what matters to regular Canadians and what makes them laugh”. He was extremely entertaining, and showed numerous film clips from his popular award-winning TV show “The Rick Mercer Report”. The presentation was fast paced and hilarious! I don’t think anyone who attended the opening ceremonies will forget his presentation! Here is Mary Lou Gayle, along with Chapter 16’s, Patti Quinn and Scott Lachance, in the Region 4 section— we all enjoyed the show!



Pictured above is Dave Arnold, SR/WA (Past Chapter President) and Ross Greene, SR/WA (Chapter President) offsite of the conference at one of the many sponsored events in Edmonton.



Pictured above is Dave Arnold, SR/WA (Past Chapter President) sharing a toast at the Climb Instructors meeting that was held in Edmonton.

~~ ANNOUNCEMENTS! ~~

WELCOME TO OUR NEW MEMBERS!

Charles Marston - Real Property Agent for Henrico County



CONGRATULATIONS TO OUR NEWEST DESIGNEES!

- Mr. Richard Foley— Fairfax County RoW— Appraisal Certified (R/W-AC)
- Ms. Jacquelyn Lane— VDot—RoW Professional (RWP)



If you or someone you know is thinking about joining the IRWA— please let them know if they join **AFTER OCTOBER 1ST**, they will get the remaining **3 months of 2018 free** and then one entire year of Membership! - THAT RIGHT! 15 months for the price of 12! Such a great deal!

For over 80 years, IRWA has been serving as the only professional association that encompasses all disciplines of the right of way industry. With over 10,000 members, our mission is to support you by providing access to the knowledge, resources and training you need to excel at your job now and at every stage of your career.

Advance your Career	Connect with Industry	Leverage Our Resources
<ul style="list-style-type: none"> • Specialized education and credentialing opportunities. • Discount on online and classroom courses. • Reduced Rates to IRWA events, including our Annual Education Conference. 	<ul style="list-style-type: none"> • Networking opportunities at local Chapter and Region events. • Access to our member directory, online discussion forum, and career center. • Great volunteer and leadership development opportunities ... and 	<ul style="list-style-type: none"> • Subscription to Right of Way Magazine, the industry's leading publication. • Join one of our Industry Committees or Discipline Communities of Practice. • Discounts at our Publications Store.

Annual Dues are only \$225 a year plus \$10 chapter dues. When you consider all the benefits— it is a real bargain! Download your application today [here](#).



Attached is the Treasurer's report for Chapter 52 that was presented at the last meeting which was held in Hanover. Many thanks to our fearless Treasurer, John Harmon for his dedication and hard work on behalf of our chapter!

TREASURER'S REPORT

June 30, 2018

CASH & RESERVES AS OF APRIL 30, 2018	\$49,833.63	
<u>SAVINGS</u>		
Balance as of April 30, 2018		\$30,547.14
Balance as of June 30, 2018		\$30,547.14
<u>CONFERENCE / FORUM FUND</u>		
Balance as of April 30, 2018		\$402.11
Balance as of June 30, 2018		\$402.11
<u>CHECKING</u>		
Balance as of April 30, 2018		\$18,884.38
<u>Receipts</u>	May 1, 2018 - June 30, 2018	
May Meeting Sponsorship - Bowman Consulting		\$400.00
VDOT Course 409 Registrations		\$2,450.00
Chapter Dues from International - \$1403.34; SR/WA Registration/Exam		
From Will Rice - \$665. 3rd Quarter Incentives from International \$590.00		\$2,658.34
Meeting Registrations from Paypal		\$115.92
May Meeting Registrations		\$520.00
Total		\$6,144.26
Total Receipts	\$6,144.26	
<u>Disbursements</u>		
<u>May 1-2018- June 30, 2018</u>		
IRWA - International Charges, VDOT Course 409 (3063)		\$5,756.00
RWIEF - Oil City Class Hole Sponsor (3064)		\$300.00
RWIEF - Education Conference Donation (3065)		\$1,000.00
Hanover Tavern - May Lunch (3066)		\$629.81
Total		\$7,685.81
Balance as of June 30, 2018		\$17,342.83
Total Disbursements	\$7,685.81	
Excess of Disbursements over Receipts	\$1,541.55	
CASH & RESERVES AS OF JUNE 30,2018	\$48,292.08	

**VOLUNTEERS
NEEDED**



**VOLUNTEERS
NEEDED**

Are you looking for a way to get involved with some of the best professionals out there? Chapter 52 is going to be hosting the IRWA Region 4 Fall Forum in 2019. That may sound like a long way away, but really it will be here before we know it— and hosting a Forum takes a lot of planning and volunteers!

It appears that the Forum is going to be located in Alexandria, Virginia

WE NEED YOU!!!!

Interested? Of course you are! This is going to be fun!

Contact Rin Barkdull at RinBarkdull@comcast.net

If you haven't reached out to offer assistance— please do so right away— Many hands make light work!

Please take a minute and get involved!



UPCOMING CHAPTER 52 EVENTS— MARK YOUR CALENDARS!!!



October 2018

17-19—Fall Forum—Burlington, Vermont— Sponsored by
Chapter 19 New England Chapter



November 2018 -

Nov. 16th—Chesapeake, VA - Sponsored by Coastal Consultants, PC
and NiSource

January 2019 -

Jan. 18th—Charlottesville, VA - Sponsored by Pender & Coward and
Rinker Associates

March 2019 -

Mar. 15th—Williamsburg, VA - Sponsored by Sands Anderson



CHAPTER 52 IS NOW ON FACEBOOK!!!!



Visit our page at:

www.facebook.com/IRWChapter52



RIGHT OF WAY EDUCATION

The Building Blocks of our Profession



EDUCATION NEWS!

**SEE PAGE 13 OF THIS NEWSLETTER
FOR ALL UPCOMING CLASSES!!!!!!**



Trying to get your designation and don't see a class that you need listed? Then by all means please reach out to our education chair, Allen Armstrong at aaa@ares.land. Provided there is a demand for that class, we will do everything we can to get that class scheduled somewhere in our chapter. You might even think of coordinating the class- **(IF YOU COORDINATE YOU GET THE COURSE FOR FREE!!!!!!)** To coordinate a class you just need to take the coordinator course (free) or if you took the course over 2 years ago, you will need to recertify (also free) -to register for either course [click here](#)

Don't forget to explore the "IRWA University" page under the Education section of the IRWA website. You can take online courses at a convenient time and place for you. Visit www.irwaonline.org today! Or simply click on one of these two links to see what's out there!



DIRECTIONS:

From I-95 at Fredericksburg exit onto Rt.3 west towards Culpeper. Follow Rt.3 approximately fourteen miles.

The entrance to Lake of the Woods will be on the left (first light after crossing the Rt. 20 intersection). Use the left lane (Visitors) when entering Lake of the Woods stopping at the security building.