

# THE CENTERLINE

IRWA Chapter 8 Gulf States  
April 2019

## LETTER FROM THE PRESIDENT

Greetings.

One of my objectives during my presidency is to have Chapter 8 represented on social media, specifically, LinkedIn. Chapter 8 launched a new webpage on LinkedIn this month due to the accreditation of a young and innovative member, Leesa Love, who shared the same vision. She along with the Communication Committee composed of Karla Breitingner, Chair; Kelly Simmons and Michelle Freeman spend their personal time and creativity on developing and maintaining the IRWA Chapter 8 website, The Centerline which currently is a finalist for the IRWA Newsletter of the Year, and now they will be connecting our Chapter with news events on LinkedIn. This is a role that should not be underestimated, and I am personally grateful for their commitment. Please take the time to join Chapter 8 on LinkedIn and utilize the source to network, seek educational courses & symposiums, and share news events that may be of interest to other members and associates.



On another note, Chapter 8 officers along with other key members attended the 2019 Region 2 Spring Forum in Austin, Texas, on Friday, April 12, 2019. We have a new slate of officers, Region 2 Chair, Denise Skinner, with Nustar Energy; Region Vice Chair, Erin Newberry; and Region Secretary, Maggie Schedler. Please take the time to congratulate and support each of these officers in their new role. In addition, we discussed the upcoming Region 2 Summer Forum in College Station in August, and strategized and generated ideas with other chapter officers and members; Rakhshan Mazarei, Controller & Personnel Manager; and Tim Drennan, Field Operations with IRWA Headquarters, on enhancements to the IRWA education program.

As importantly, please extend your support to Ana Rausch with Chapter 8 who is a candidate for the IRWA International Vice President. Ana is a professional leader with many years of experience in the Right of Way Industry, and it would be an honor to have a representative from our very own Chapter & Region serve in this position. Also, Kasy Baldauf is an awards finalist for the Young Professional of the Year. Way to go Kasy! Both will be announced at the IRWA International Education Conference in Portland Oregon in June.

Look forward to seeing you all at the last Chapter 8 meeting of this fiscal year on May 9, 2019.

Sincerely,

*Rebecca Equia*



The Centerline

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# CHAPTER 8 OFFICERS & COMMITTEES

## CHAPTER OFFICERS

### President

**Rebecca Eguia, SR/WA**

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### President-Elect

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### 2-Year Director

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## COMMITTEES

### Education

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### Membership

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### Communications

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## YOUNG PROFESSIONALS

### Chair

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Spirit Environmental  
20465 State Highway 249, Ste. 300  
Houston, TX 77070  
Phone: 281-664-2808

# MEMBER SPOTLIGHT



**Leesa Love, R/W-NAC, Senior Manager, Real Estate  
Houston ISD**

**What advice would you give to someone new in the industry?**

Soak in everything possible! Attend meetings, take classes, pursue IRWA credentials, and build relationships. All these things will fast-track your knowledge base and develop you into a very valuable professional to your employer and right-of-way community.

**Which of your accomplishments makes you the proudest?**

Through my earnest and intentional effort to do the things mentioned above, I earned several credentials and developed a solid network, which made me the “obvious choice”, as my employer put it, to be promoted to Senior Manager when my predecessor retired.

**Who is the person or persons who have had the greatest influence on your life and why?**

Hands down, that would have to be my mom and husband. My mom raised me with an invincible spirit. That regardless of one’s circumstances, with enough ingenuity, commitment, and time, most anything can be accomplished. As it relates to my husband, I have been in awe of his vision, tenacity, and resilience and try to emulate his attributes when possible. His belief and support in me made me brave and willing to venture into a new career in Right-of-Way...and I’m so happy to be here!

**Tell us something about yourself that would surprise people.**

My guilty pleasure is going to 80’s rock concerts...my husband calls them “Hairspray Bands.”

**What are some qualities that you value in a coworker?**

The two most important qualities to me in a coworker are integrity and candor. We’re all trying to get through this thing called life. It will be a whole lot more enjoyable for us all without games and deceit.

# APRIL MEETING RECAP

## CHAPTER 8 MEETING RECAP – APRIL 11, 2019

**Speaker:** Michele Price – Breakthrough Radio

**Topic:** Know and Grow Your LinkedIn Audience with Conversations That Matter



In her presentation, Ms. Price highlighted the importance of being active on LinkedIn and how to use the platform's tools to grow your business and personal brand. Your goal on LinkedIn should be to become a Thought Leader in your industry.

To build your LinkedIn presence, you start by joining the conversation. Determine who your audience is and what is important to them. Regularly engage in conversations with these people. Ask good questions. Posting questions is a great way to start a discussion around a topic.

Your overall strategy on LinkedIn is to position yourself as an expert. Share good articles and stories and focus on problem solving and tips. Create your own content to capture attention with articles, blogs and videos. Encourage engagement by leaving breadcrumbs in your comments and group discussions. Use social listening, look for subject patterns and create new solutions based on what people are talking about.

Build your brand on LinkedIn by delivering value to others. People are online looking for solutions, and they want answers from people they trust.

### LinkedIn Groups and Pages

- Groups - Networking and communicating with business people interested in a similar topic
- Pages – Company page that highlights what you sell

### Benefits to Groups

- Information exchange
- Build trust and credibility
- Learn about challenges
- Ask questions / get answers
- Challenge and stretch thinking
- Build relationships and rapport
- Connect with resources



Michele Price has extensive experience as a communications leader and her entrepreneurial journey serves as a guidebook for Millennials, Gen X, and Boomers. She delivers forward-thinking solutions in her presentations on leadership, change, company culture, generational teams, and customer development. Michele specializes in getting her audiences to put into action what they have learned and teaches strategies that help companies leverage smarter customer experiences. She is the “voice” of Breakthrough Radio, a global business radio program. Michele serves as Director for the Houston Chapter of StartUp Grind, an independent startup community that educates, inspires and connects entrepreneurs.

# APRIL MEETING RECAP

## CHAPTER 8 MEETING RECAP – APRIL 11, 2019

### Additional Notes from April's Meeting:

- 60 in attendance / 499 total members
- Speaker suggestions are being accepted for upcoming chapter meetings. Submit ideas to Kasy Baldauf at [kasy.baldauf@airliquide.com](mailto:kasy.baldauf@airliquide.com)
- Check out and follow the new Chapter 8 LinkedIn page: <https://www.linkedin.com/company/irwa-chapter-8-houston/>
- RWIEF – Accepting donations and sponsorships for Monday Night event at annual conference in Portland



**\*SAVE THE DATE - WEDNESDAY, MAY 15, 2019 AT 11:00 AM PDT**

This complimentary 60-minute webinar will focus on the upsurge of attention to disaster management by water utilities in California. Nossaman attorneys will cover key regulatory developments confronting water providers, including the proactive use of de-energization to power down electric distribution equipment.

This is a must-attend for legal, public affairs, safety, and other professionals involved with the operation and management of water utilities.

*Presented by:*



**Mari Davidson, Partner**  
**Gina Nicholls, Partner**  
**Willis Hon, Associate**

**\*Registration information to follow**

**THANK YOU TO CONTRACT LAND STAFF, TRC SOLUTIONS AND STATESIDE RIGHT OF WAY FOR DONATING ITEMS FOR OUR LUNCHEON RAFFLE!**

# UPCOMING EVENTS

## APR.

SUN	MON	TUES	WED	THURS	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

- 04/11 - Ch. 8 Monthly Meeting, HESS Club
- 04/11 - Region 2 Transportation Symposium, Austin
- 04/12 - Region 2 Spring Forum, Austin

- 04/21 - Happy Easter!
- 04/23 - YP Volunteer Event, Houston Food Bank
- 04/30 - Mapping Competition Deadline

## MAY

SUN	MON	TUES	WED	THURS	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

- 05/01 - Alan D. Wurtz Scholarship Application Due
- 05/02 - 27th DEMGT, Wildcat Golf Course
- 05/09 - Ch. 8 Monthly Meeting, HESS Club

- 05/12 - Happy Mother's Day!
- 05/13-14 - IRWA Course 400, Audubon Companies

## JUNE

SUN	MON	TUES	WED	THURS	FRI	SAT
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

- 06/09-06/12 - 65th Annual IRWA International Conference, Portland, OR
- 06/10 - Monday Night Event, Pioneer Square

- 06/11 - The Rose City Classic Golf Tournament
- 06/16 - Happy Father's Day

# UPCOMING EVENTS



*27th Annual Dan Ewing Memorial  
Golf Tournament*  
**FIESTA FORE CHARITY**



**TOURNAMENT DATE: THURSDAY, MAY 2, 2019 | WILDCAT GOLF CLUB**



**REGISTRATION OPENS: TUESDAY, MARCH 5TH AT 10 AM**  
**TOURNAMENT WEBSITE: [WWW.BIRDEASEPRO.COM/DANEWINGGOLF](http://WWW.BIRDEASEPRO.COM/DANEWINGGOLF)**

*Benefiting 501(c)(3) Non-Profit Organization, Tip of the Spear*

QUESTIONS OR COMMENTS? EMAIL [TSASS@WEISSERENG.COM](mailto:TSASS@WEISSERENG.COM)



**DAN EWING MEMORIAL  
GOLF TOURNAMENT**

## **FIESTA FORE CHARITY**

**May 2, 2019**

Wildcat Golf Course  
12000 Almeda Rd  
Houston, TX 77045

Interested in Volunteering?

Contact Kirsten White at [kjwhite@eprod.com](mailto:kjwhite@eprod.com) or  
Kelly Simmons at [ksimmons@spiritenv.com](mailto:ksimmons@spiritenv.com)



# UPCOMING EVENTS

## The Rose City Classic

Tuesday, June 11, 2019

The Reserve Vineyards and Golf Club



In conjunction with the 65th Annual International Education Conference in Portland, Oregon, the Right of Way International Education Foundation (RWIEF) and the Canadian Right of Way Education Foundation (CRWEF) are hosting their 23rd annual golf tournament on June 11, 2019. The tournament will be held at The Reserve Vineyards and Golf Club, a semi-private facility located only 15 miles from the conference host hotel.

Limited to 144 participants, check in will begin at 8 AM with use of the range as well as a chipping contest before the 10 AM tee time. Prizes will be given for closest to the pin on the par 3's, long drive for men and women, as well as the top three tournament places. A large raffle will also follow the event. All net proceeds are donated to the Education Foundations.

Registration for general membership will open on March 1, 2019. Go to [www.rwief.org](http://www.rwief.org) to register online and pay by check or credit card. The fee is \$125 and includes green fees, golf cart, lunch, range balls, and transportation to/from the conference host hotel. Rental clubs are available at a cost of \$50 per set. Note you must arrange and pay for rental clubs through the tournament chair, Mike Pattison.

Sponsorships range from the Platinum level at \$2,500 to sponsoring individual holes for \$300. Sponsors will have the opportunity to preregister before general membership. For more information go to [www.rwief.org](http://www.rwief.org).

**Contact Mike Pattison for additional information at [mike@pattisonappraisals.com](mailto:mike@pattisonappraisals.com)**

*The Reserve Vineyards and Golf Club opened for play in 1997 and immediately distinguished itself as the region's premiere golf destination, boasting two courses with enough juice in the layout to challenge some of the game's greatest players. From 1998 to 2002, The Reserve hosted Peter Jacobsen's Fred Meyer Challenge, the country's largest non-sanctioned PGA Tour event. A veritable "who's who" of golf icons—Arnold Palmer, Jack Nicklaus, Fred Couples, Phil Mickelson and Sergio Garcia—participated in the Pacific Northwest's marquee golf event. From 2003 to 2006, The Reserve hosted the PGA Champions Tour major, the JELD-WEN Tradition. Besides tournament winner Tom Watson, the field boasted golf greats Jack Nicklaus, Fuzzy Zoeller, Hale Irwin, Tom Kite, Jim Thorpe and Craig Stadler. In 2012, The Reserve hosted a field of PGA and Champions Tour All-Stars in the Umpqua Bank Challenge, including golf icon Lee Trevino and 2011 Fed-Ex Cup Champion, Bill Haas. More course information can be found at [www.reservegolf.com](http://www.reservegolf.com).*



# UPCOMING EVENTS

## monday night @ the square

Pioneer Square, Portland, Oregon

Monday, June 10, 6 to 10 PM

Hosted by RWIEF, CRWEF and Chapter 3

Join us at Pioneer Square for a fun, family-friendly evening at the Foundations' annual fundraiser. Located only a block from our host hotel, you can walk to and from the event. Your all-access wristband allows you to leave, enjoy other downtown sites, and re-enter the square at your convenience.

Adults \$60/Youth 6-18 \$20/Children under 6 free

- ◆ full buffet, non-alcoholic beverages and two beer/wine tickets
- ◆ all-access wristband for your come and go convenience
- ◆ live music by "Five Guys Named Moe"
- ◆ silent auction using the fun, real-time electronic app by Handbid



# UPCOMING EVENTS

## monday night @ the square

**MONDAY NIGHT EVENT  
SPONSOR OPPORTUNITIES  
Pioneer Square, Portland, Oregon  
Monday, June 10, 6 to 10 PM**

### **PLATINUM SPONSOR – \$10,000 (ONLY THREE AVAILABLE)**

- ◇ Exclusive use of reserved area at Pioneer Square.
- ◇ Announcement from stage, “our evening’s next segment sponsored by **YOUR COMPANY**”.
- ◇ Logo on splash page of electronic auction app.
- ◇ 100 beer/wine tickets.
- ◇ Year long advertisement on RWIEF website.
- ◇ Advertisement on sponsor boards at MNE registration booth and Pioneer Square.

### **GOLD SPONSOR – \$7,500**

- ◇ Logo on splash page of electronic auction app.
- ◇ 75 beer/wine tickets.
- ◇ Year long advertisement on RWIEF website.
- ◇ Advertisement on sponsor boards at MNE registration booth and Pioneer Square.

### **SILVER SPONSOR FOR WRISTBANDS – \$5,000 (ONLY ONE AVAILABLE)**

- ◇ Company name on wristbands.
- ◇ Logo on splash page of electronic auction app.
- ◇ 50 beer/wine tickets.
- ◇ Year long advertisement on RWIEF website.
- ◇ Advertisement on sponsor boards at MNE registration booth and Pioneer Square.

### **BRONZE SPONSOR – \$2,500**

- ◇ Logo on splash page of electronic auction app.
- ◇ 25 beer/wine tickets.
- ◇ Year long advertisement on RWIEF website.
- ◇ Advertisement on sponsor boards at MNE registration booth and Pioneer Square.

**WRISTBANDS ARE REQUIRED TO ENTER/REENTER THE SQUARE AND ARE NOT INCLUDED IN ABOVE PRICES. CONTACT CARMELITA DELGADO FOR SPONSORSHIPS OR MORE INFORMATION AT 619.371.1985 or [Carmelita.Delgado@percheronllc.com](mailto:Carmelita.Delgado@percheronllc.com).**

# EDUCATION

## 400-Principles of Real Estate Appraisal

**Start Date:** 05/13/2019

**End Date:** 05/14/2019

**No. of Days:** 2 Days

**Course Level:** Core

**CEU Credits:** 16.00

**Class Time:** 8:00am - 5:00pm

**Tuition:** \$415.00 Member/\$520.00 Non-Member

**Sponsored By:** Chapter 8



**Course Description:** This course enables participants to demonstrate a basic knowledge of the valuation process and its components. Two case studies (Residential and Commercial) are utilized throughout the course. At the conclusion of this two-day course, participants will be able to:

- Express an understanding of basic real estate terms and principles.
- Demonstrate a basic knowledge of the valuation process and its components.
- Discuss the definitions of and steps in, each of the three approaches to value (Cost, sales comparison and income capitalization).
- Solve problems which show an understanding of the three approaches to value.

**Instructor:** Donald J. Sherwood, SR/WA, MAI is the owner of Donald J. Sherwood LLC focusing on appraisal review and education. Mr. Sherwood is the former Managing Director of the Fort Worth office of Integra Realty Resources DFW, LLC, a full-service real estate consulting and appraisal firm. Mr. Sherwood has been an appraiser of all types of real property since December 1978. Donnie has performed appraisals on various properties including, but not limited to, shopping centers, apartment complexes, industrial facilities, a nuclear bomb storage site, an air force base, automobile race track, raw and developed land, office complexes, motels, hotels, marinas, cemeteries, bowling alleys, amusement parks and mixed use developments. Donnie is a CLIMB certified instructor and is a past recipient of IRWA's Balfour Award and author of several courses and articles. He served as an adjunct professor at TCU for nine years.

### Course Coordinator:

Erik Bretinger

Audubon Companies

10205 Westheimer Road, Suite 100

Houston, TX 77042

Phone: (832) 617-3745

Email: [ebretinger@auduboncompanies.com](mailto:ebretinger@auduboncompanies.com)

### Class Facility Location:

Audubon Companies

10205 Westheimer Road, Suite 100

Houston, TX 77042

### Participant Capacity: 25

### Hotel Accommodations:

Participants are responsible for their own accommodations.

**Register Online:** [https://www.irwaonline.org/courses/157/400-principles-of-real-estate-appraisal/description/?evt\\_key=6481366b-1e3a-4453-842c-560ae1b3e23e](https://www.irwaonline.org/courses/157/400-principles-of-real-estate-appraisal/description/?evt_key=6481366b-1e3a-4453-842c-560ae1b3e23e)

# YOUNG PROFESSIONALS

## Young Professionals Volunteering at the Houston Food Bank



# THINGS YOU SHOULD KNOW

## Chapter News



### Chapter Luncheons Moved to Thursday

After a few test runs during the previous fiscal year, we have officially changed chapter luncheons to Thursday. The chapter newsletter and website will have a list of upcoming luncheon dates to make planning ahead easy!



### Gift Cards Needed for Chapter Luncheon Raffle

The Chapter is looking for companies to donate gift cards for our raffles at each of our luncheons. If you or your company are interested, please contact Rebecca Eguia via email at [reguia@eprod.com](mailto:reguia@eprod.com)



### IRWA Luncheons Approved for SR/WA Recertification Credits

As you may know, the IRWA International Credentialing Committee has moved to a "Self Reporting" model. Meaning, IRWA members simply report that they attended X amount of meetings for X amount of hours on their CE forms. Each luncheon attended will earn you one (1) hour re-certification credit. Be sure to pick up a form you can fill out and retain for your records at your next IRWA Chapter 8 Meeting!



### Want a Free Lunch?

The Chapter 8 Board has decided to offer its members the opportunity to receive a free lunch for the submission, acceptance and publication of a newsletter article.

To Qualify:

1. You must be a current IRWA Chapter 8 Member (Chapter Chairs and Executive Officers excluded)
2. Submit a newsletter article and have it published in the Award-Winning The Centerline.
3. You receive a free lunch voucher for one of the regularly scheduled lunch meetings. Submit articles to [kjbreitinger@eprod.com](mailto:kjbreitinger@eprod.com)

# THINGS YOU SHOULD KNOW

## About the IRWA

Since its inception as a not-for-profit association in 1934, the IRWA has united the efforts of its members toward professional development, strong ethics and improved service to employers and the public, along with advancements within the right of way profession. IRWA is the unsurpassed source of right of way educational programs and professional services worldwide.

## Our Members

Dedicated exclusively to the right of way profession, IRWA has nearly 10,000 members throughout the US, Canada and Africa. Our members are multi-disciplined professionals employed by private industry and government agencies as Acquisition Agents, Appraisers, Environment Professionals, Engineers, Lawyers, Property Managers, Relocation Assistance Agents, Surveyors and Title Experts.

# Welcome!

Peter Nguyen

Antony Handal

## Meet your Communications Committee:

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Enterprise Products  
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