

# THE CENTERLINE

IRWA Chapter 8 Gulf States  
January 2020

## LETTER FROM THE PRESIDENT



Happy New Year! I hope you all had a terrific holiday and are off to a great start this new year. The year 2020 always seemed so distant and futuristic...but here we are and sadly we don't have flying cars or colonies on Mars. A lot has changed over the past decade for better or worse. A quick search of the internet reveals numerous lists of these changes and here are a few items that caught my eye:

- World population grew from 6.9 billion people to 7.8 billion
- U.S. population increased from 309 million to 331 million
- U.S. becomes world's largest producer of crude oil
- Unemployment rate was 9.5% in 2010 now 3.5%
- Dow Jones Industrial Average was 10,600 in 2010
- Slow death of retail shopping and rise of online shopping
- Uber /Lyft and the rise of the "gig" economy
- Disappearance of CD's and rise of online music streaming
- Decline of newspapers and rise of social media as a "news source"
- We no longer remember phone numbers or addresses

How many of these changes could you have predicted in 2010? I encourage you to take a moment to reflect on how these changes have impacted your daily life in either a positive or negative manner. Next, think about what we can expect in the coming years and how these changes will impact our industry. I don't know about you, but I'm still hoping for that flying car!

Lastly, the 2nd Annual Oil & Gas Symposium is February 26, 2020 and registration is quickly filling up. Our committee has lined up some great speakers and this will once again be a great education and networking event. There is a detailed flyer in this newsletter and you can register online at our chapter website.W

Wishing everyone a Happy New Year and a prosperous decade to come!

Sincerely,

*J. Brandon Hodge*

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# CHAPTER 8 OFFICERS & COMMITTEES

## CHAPTER OFFICERS

### President

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### Treasurer

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## COMMITTEES

### Education

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### Membership

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## YOUNG PROFESSIONALS

### Co-Chair

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Flint Hills Resources  
323 S. 8th Street  
La Porte, TX 77571  
Phone: 612-849-0825

### Co-Chair

**Barrett Haby**  
[bhaby@appraiser.com](mailto:bhaby@appraiser.com)  
Allen, Williford & Seale, Inc.  
11999 Katy Fwy, Ste. 400  
Houston, TX 77079  
Phone: 281-493-4444

## HAVE YOU RENEWED YOUR MEMBERSHIP?

### WWW.IRWA8.ORG WEBSITE SPONSORSHIP

Is your company interested in becoming a sponsor for Chapter 8's website?

The website sponsorship cost is \$250 for your company's logo to run on the website from March 1, 2020 to February 28, 2021 for all to see!

Sponsorship opportunities will be open from February 1st to February 29th.

If you are interested in becoming one of our website sponsors, please send a check with this invoice (linked [here](#)) to Ramiro Roel and submit a company logo to Karla Breitinger at [kjbreitinger@eprod.com](mailto:kjbreitinger@eprod.com)

# JANUARY MEETING RECAP

## CHAPTER 8 MEETING RECAP – JANUARY 9, 2020

**Speaker:** William “Bill” Boaz, City of Houston - Division Manager

**Topic:** Purchasing Property Interests from the City of Houston



Mr. Boaz discussed opportunities and challenges facing the City of Houston.

We should anticipate an increase in infrastructure development and improvement projects.

Pay close attention to communications from these City of Houston staff members, read between the lines for stress and opportunity:

- » Sylvester Turner, Mayor
- » Carol Haddock, Director – Public Works
- » Yvonne Forest, Deputy Director – Water

The City is underfunded and understaffed with skilled engineers needed to perform the work. Houston does not expect to increase the real estate staff so it will be necessary to hire consultants to expand the City’s workforce. There are opportunities coming for consultants, experienced real estate professionals will be in big demand.

Joint Referral Committee (JRC) – Houston’s JRC reviews all abandonment and encroachment requests to ensure continued mobility and access to the City’s water, wastewater, and storm sewer utilities. The work of the JRC is part of the balance between facilitating growth and development, while safeguarding the City’s ability to efficiently provide services to ratepayers and taxpayers.

For condemnation and eminent domain projects, always be fully prepared with your project’s information for the City of Houston’s review process. Ensure that market value is being paid for the property (lots, streets, utilities, etc.).

### Challenges

- » Housing shortage - Houston is the number one relocation city in the country. People are moving in faster than housing can accommodate. An estimated 47,000 new households expected this year.
- » Aging infrastructure - maintaining and improving infrastructure is an ongoing and expensive proposition for the City. Wastewater and sanitation issues are becoming serious, in particular for the Washington Avenue area.
- » The City could lose funding if projects are not completed on time.

### About the Speaker

In 2007, Bill Boaz joined the City of Houston’s Public Works and Engineering Real Estate Branch to manage its Land Disposition section. Bill directs the management, coordination, implementation, administration and operation of projects associated with the sale and lease of the City’s property. He also serves as a liaison to other city departments, government agencies and private sector on property disposition matters. Prior to his work with the City of Houston, Bill was a Regional Real Estate Director with CVS Pharmacy and a Realty Manager for Wal-Mart. He holds a bachelor’s degree in economics from Arkansas Tech University and earned his JD from the University of Arkansas.

# JANUARY MEETING RECAP

## JANUARY CHAPTER MEETING – JANUARY 9, 2020

Thank you to the January meeting raffle sponsors:



# UPCOMING EVENTS

## JAN.

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	

01/01 - Happy New Year!

01/09 - Ch. 8 Monthly Meeting, Hess Club

01/20 - Early Registration Ends, Oil & Gas Symposium

01/23 - YP Volunteer Event, Houston Food Bank

01/30 - Pipeline Committee Meeting, Innisbrook Resort

## FEB.

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

02/06 - Ch. 8 Monthly Meeting, Hess Club

02/14 - Happy Valentine's Day!

02/17 - Mapping Competition Deadline

02/25 - IRWA Course 225, Audubon Companies

02/25 - YP Hosted Networking Event, Yardhouse

02/26 - 2nd Annual Oil & Gas Pipeline Symposium, The Norris Center

## MAR.

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				

03/03 - DEMGT Registration Opens

03/05 - CH. 8 Monthly Meeting, HESS Club

03/08 - Day Light Savings Time

03/17 - Happy St. Patrick's Day!

# UPCOMING EVENTS

## 18<sup>TH</sup> ANNUAL IRWA RIGHT OF WAY MAPPING COMPETITION

**Enter your map today!**

Sponsored by IRWA's International Surveying & Engineering Community of Practice, this annual competition will be held in conjunction with IRWA's 66<sup>th</sup> Annual International Education Conference in June of 2020 in Minneapolis, Minnesota.

Winners will be announced in Right of Way Magazine and at the Annual Education Conference, where winning maps will also be displayed. Winners will receive recognition at a national, regional or local IRWA meeting.

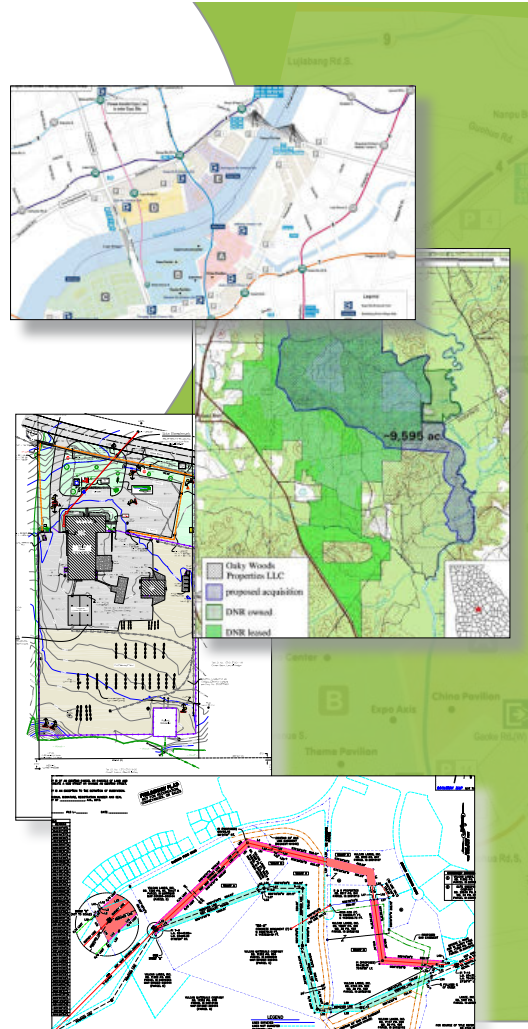
**Eligibility:** Anyone can enter, however, each entry must be sponsored by an IRWA member. Members may sponsor multiple entries. Maps must be associated with the right of way profession including related disciplines.

**Prizes:** The Grand prize winner will receive a complimentary registration for IRWA's 66<sup>th</sup> Annual International Education Conference. In addition, a cash prize of \$250 will be given to the individual winners in the following categories: Transportation, Oil & Gas, Electric & Utility, GIS, SUE Mapping, Engineering and Industry General.

**Rules:** One entry per person in each category. A map may only be entered in one category. Each entry shall be a standalone single sheet. Maps and entry forms must be submitted digitally using Adobe pdf files. Entries under the transportation, oil & gas and electric & utility categories must be maps/plats prepared for, or in support of, boundary/right of way line retracement or acquisition. This includes, but is not limited to, property or right of way survey maps and plats. Entries under the GIS and industry general categories shall be maps or exhibits related to highways, pipelines, utility lines, telecommunication lines (or associated facilities) prepared for general purposes such as public hearings, presentations, conceptual plans, etc. Examples include, but are not limited to, ownership exhibits and aerial photos (with or without overlays), etc.

**Judging:** Entries will be judged on overall presentation, orientation and the effective use of graphics, legends, symbols and innovative methods

**Disclaimer Information:** If contractual confidentiality precludes submission, the title block can be cleared of all pertinent information and state "Prepared for Competition due to Jurisdictional Confidentiality."



### 18<sup>th</sup> Annual Right of Way Mapping Competition

Official Entry Form (please print or type)

**Deadline: February 17, 2020**

IRWA Sponsor \_\_\_\_\_

Entrant's Name \_\_\_\_\_

Company Name or Agency \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

#### Category

- Transportation     Oil & Gas     Electric & Utility     GIS  
 Industry General     SUE Mapping     Engineering

Email PDF entries to:  
isecop@irwaonline.org

# UPCOMING EVENTS

## 2<sup>ND</sup> Annual Oil & Gas Pipeline Symposium

SAVE THE DATE



FEBRUARY 26, 2020

**EARLY REGISTRATION (DEC. 1 – JAN. 20)**

**Member: \$125 Non-Member: \$175**

**LATE REGISTRATION (JAN. 21 – FEB. 22)**

**Member: \$175 Non-Member: \$225**

**Location:** Norris Conference Center, Houston (City Centre)

**Keynote Speaker:** Thure Cannon, President – Texas Pipeline Association

**YP Event:** Wednesday, February 25<sup>th</sup> – Location TBD

**Education:** Course 225 – Social Ecology – Listening to Community

**Location:** Audubon Companies – Houston, Texas

**Instructor:** Kevin Preister

**ANY QUESTIONS?** Please Contact:

Rebecca Eguia – [reguia@eprod.com](mailto:reguia@eprod.com)

Liz Neidlinger – [eaneidlinger@eprod.com](mailto:eaneidlinger@eprod.com)

\*\*\*\*SPONSORS STILL NEEDED!!\*\*\*\*

## 225-Social Ecology - Listening to Community

**Start Date:** 02/25/2020

**End Date:** 02/25/2020

**No. of Days:** 1 Day

**Course Level:** Intermediate

**CEU Credits:** 8.00

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

**Tuition:** \$265.00 Member/\$330.00 Non-Member

**Sponsored By:** Chapter 8



**Course Description:** As any right of way and infrastructure professional will tell you, creating positive community engagement and impact is vital to the success of any infrastructure project. But they will also tell you that this is much easier said than done! This course will provide you with those vital leading edge skills to approach community engagement from a unique cultural awareness perspective- putting community first, at the front-end of the project, by actively listening to and engaging with the very people that will be impacted by the project. Participants will learn essential information on how to create authentic community engagement, how to discover human patterns that organically exist in the community, develop solutions to mitigate impact, and how to honestly listen to the people in the community in their own environment by learning how to visit the local restaurants, libraries, schools etc. where "life happens". With this new knowledge gained, infrastructure- based companies will be able to incorporate community needs in the acquisition process.

**Instructor:** Kevin Preister is an anthropologist from the University of California at Davis who lives in Ashland, Oregon. For 15 years, Kevin was a social ecology instructor for the Bureau of Land Management's National Training Center in Phoenix, conducting training workshops in rural towns across the West and promoting community-based solutions to natural resource issues. Through James Kent Associates he had numerous contracts to troubleshoot BLM and Forest Service projects using an Issue Management approach. He has also worked for corporations in many locations, helping them to understand and work with communities better, including commercial and residential development, powerline corridors, highways and mining. He routinely works for local governments, a variety of federal agencies, and nonprofit organizations on natural resource issues, responsive governance, poverty reduction and urban redevelopment.

**Course Coordinator:**

Erik Breitinger, RWA

Audubon Companies

10205 Westheimer Road, Suite 100

Houston, TX 77042

Phone: (832) 617-3745

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

**Participant Capacity:** 30

**Hotel Accommodations:**

Participants are responsible for their own accommodations.

**Register Online:** [https://www.irwaonline.org/courses/286/225-social-ecology/description/?evt\\_key=45c0d508-8a16-4521-926c-9650cadacf2f](https://www.irwaonline.org/courses/286/225-social-ecology/description/?evt_key=45c0d508-8a16-4521-926c-9650cadacf2f)

**Class Facility Location:**

Audubon Companies

10205 Westheimer Road, Suite 100

Houston, TX 77042

Phone: (832) 617-3745

## 421-The Valuation of Partial Acquisitions

**Start Date:** 04/27/2020

**End Date:** 04/30/2020

**No. of Days:** 4 Day

**Course Level:** Advanced

**CEU Credits:** 32.00

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

**Tuition:** \$755.00 Member/\$935 Non-Member

**Sponsored By:** Chapter 8



**Course Description:** Participants will learn how to determine and appraise the larger parcel, techniques for appraising the part acquired, identifying and measuring various types of damages and how to value the remainder after acquisitions. The course introduces ways to handle special benefits and explores the before and after approach (how, why and when), and includes numerous exercises and case studies to aid in understanding.

**Instructors:** Dalton Vann, MAI, RWA, R/W-AC has been appraising in the right of way profession since 2007 and has worked for several valuation firms in North Texas. Mr. Vann has performed valuation and consulting services across the State of Texas on various properties including industrial facilities, retail centers, hotels/motels, subdivisions, office buildings, billboards, churches, ranches, estates, residential units, and raw land. His experience in appraisal for right of way acquisition purposes includes projects for public transportation authorities, local municipalities, public utilities, pipeline, and electrical transmission line companies, light rail authorities and other agencies. Mr. Vann has served on the IRWA Chapter 36 board and in committees since 2011 and was the young professional of the year for the chapter in 2015. He has served on the education committee for IRWA Chapter 36 and serves as a Chapter board member.

**Randy Williams, SR/WA, MAI** is an Executive Vice President with JLL Valuation & Advisory Services in Austin, Texas. Mr. Williams' experience in real estate appraisal/valuation and consulting since 1977 includes appraisal and management in the real estate banking industry, expert witness testimony and appraisal review. Recent appraisal experience is concentrated throughout Texas. Valuations have been performed on various properties including shopping centers, apartment complexes, single and multi-tenant industrial buildings, single story and high-rise office buildings, mixed use facilities, proposed residential and commercial subdivision and ranches. Mr. Williams has extensive condemnation experience across Texas. Clients include private and public agencies including TxDOT and the City of Austin, accountants, investment firms, banks and law firms. Valuation and market studies have been performed on proposed, partially completed, renovated and existing improved properties. Eminent domain experience includes State Highways 130, 45 and 36, and IH-35. Mr. Williams is a certified instructor for the IRWA and has taught IRWA courses Beijing, China, Johannesburg, South Africa and Mexico City, Mexico and as throughout the USA. Mr. Williams was also the 2011-2012 International President for the IRWA.

**Course Coordinator:**

Brandon Hodge  
AWS Appraisers  
11999 Katy Fwy, Ste. 400  
Houston, TX 77042  
Phone: (713) 824-2864  
Email: [bhodge@appraiser.com](mailto:bhodge@appraiser.com)

**Class Facility Location:**

AWS Appraisers  
11999 Katy Fwy, Ste. 400  
Houston, TX 77042  
Phone: (713) 824-2864

**Participant Capacity:** 10

**Hotel Accommodations:**

Participants are responsible for their own accommodations.

**Register Online:** [https://www.irwaonline.org/courses/178/421-the-valuation-of-partial-acquisitions/description/?evt\\_key=63ed3aaa-85ab-4bfd-ab82-cddd15883ade](https://www.irwaonline.org/courses/178/421-the-valuation-of-partial-acquisitions/description/?evt_key=63ed3aaa-85ab-4bfd-ab82-cddd15883ade)

# EDUCATION

## 219-Introduction to Presentation, Instruction & Facilitation

**Start Date:** 05/18/2020

**End Date:** 05/19/2020

**No. of Days:** 2 Day

**Course Level:** Intermediate

**CEU Credits:** 16.00

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

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

**Sponsored By:** Chapter 8



**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.

**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:

Kasy Baldauf, SR/WA

Air Liquide

3011 Pasadena Freeway, Suite 190

Pasadena, TX 77042

Phone: (713) 320-5306

Email: [kasy.baldauf@airliquide.com](mailto:kasy.baldauf@airliquide.com)

### Class Facility Location:

Air Liquide

3011 Pasadena Freeway, Suite 190

Pasadena, TX 77042

Phone: (713) 320-5306

**Participant Capacity:** 15

### Hotel Accommodations:

Participants are responsible for their own accommodations.

**Register Online:** [https://www.irwaonline.org/courses/281/219-introduction-to-presentation-facilitation-and-instruction/description/?evt\\_key=9a5806ab-efb0-4321-994d-c84faa549220](https://www.irwaonline.org/courses/281/219-introduction-to-presentation-facilitation-and-instruction/description/?evt_key=9a5806ab-efb0-4321-994d-c84faa549220)

# EDUCATION

## 901-Engineering Plan Development & Application

**Start Date:** 08/24/2020

**End Date:** 08/24/2020

**No. of Days:** 1 Day

**Course Level:** Intermediate

**CEU Credits:** 8.00

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

**Tuition:** \$265.00 Member/\$330.00 Non-Member

**Sponsored By:** Chapter 8



**Course Description:** The purpose of this course is to enable participants to improve their plan reading skills in order to perform their jobs more easily, effectively and efficiently. The course is designed to enable participants to improve their skills in using engineering plans and drawings.

**Instructor:** Terry Rowe is a licensed professional surveyor in 22 states and a project manager professional who has over 30 years of experience in land surveying and project management including topographic, engineering design, route, boundary, construction, as well as mapping, records research and computations. Terry is CLIMB certified and instructs the 900 series courses.

### Course Coordinator:

Bonnie Haytcher

Cobb Fendley

13430 Northwest Fwy, Suite 1100

Houston, TX 77040

Phone: (936) 224-7114

Fax: (713) 462-3262

Email: [BHaytcher@Cobbfendley.com](mailto:BHaytcher@Cobbfendley.com)

**Participant Capacity:** 40

### Hotel Accommodations:

Participants are responsible for their own accommodations.

**Register Online:** [https://www.irwaonline.org/courses/6/901-engineering-plan-development-and-application/description/?evt\\_key=563375a9-f563-422a-869a-dd4827d1e81e](https://www.irwaonline.org/courses/6/901-engineering-plan-development-and-application/description/?evt_key=563375a9-f563-422a-869a-dd4827d1e81e)

### Class Facility Location:

Cobb Fendley

13430 Northwest Fwy, Ste. 1100

Houston, TX 77040

Phone: (936) 224-7114

Fax: (713) 462-3262

## 902-Property Descriptions

**Start Date:** 08/25/2020

**End Date:** 08/25/2020

**No. of Days:** 1 Day

**Course Level:** Advanced

**CEU Credits:** 8.00

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

**Tuition:** \$265.00 Member/\$330.00 Non-Member

**Sponsored By:** Chapter 8



**Course Description:** This course covers topographic and property information on engineering plans, the interrelationship of plan, profile and crosssection views, the horizontal and vertical alignment of a centerline, aerial photogrammetry, place coordinates, utility line crossings of highways, contours, calculating earthwork and the interpretation of right of way plans.

**Instructor:** Terry Rowe is a licensed professional surveyor in 22 states and a project manager professional who has over 30 years of experience in land surveying and project management including topographic, engineering design, route, boundary, construction, as well as mapping, records research and computations. Terry is CLIMB certified and instructs the 900 series courses.

### Course Coordinator:

Bonnie Haytcher

Cobb Fendley

13430 Northwest Fwy, Suite 1100

Houston, TX 77040

Phone: (936) 224-7114

Fax: (713) 462-3262

Email: [BHaytcher@Cobbfendley.com](mailto:BHaytcher@Cobbfendley.com)

**Participant Capacity:** 40

### Hotel Accommodations:

Participants are responsible for their own accommodations.

**Register Online:** [https://www.irwaonline.org/courses/7/902-property-descriptions/description/?evt\\_key=c5ff8122-d607-4217-a41a-190144d2b5ed](https://www.irwaonline.org/courses/7/902-property-descriptions/description/?evt_key=c5ff8122-d607-4217-a41a-190144d2b5ed)

### Class Facility Location:

Cobb Fendley

13430 Northwest Fwy, Ste. 1100

Houston, TX 77040

Phone: (936) 224-7114

Fax: (713) 462-3262

# EDUCATION

## 804-Skills of Expert Testimony

**Start Date:** 09/07/2020

**End Date:** 09/07/2020

**No. of Days:** 1 Day

**Course Level:** Advanced

**CEU Credits:** 8.00

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

**Tuition:** \$265.00 Member/\$330.00 Non-Member

**Sponsored By:** Chapter 8



**Course Description:** This course is facilitated by an attorney and/or an experienced appraiser. The situations faced by the expert witness are analyzed through extensive use of simulations based on actual cases, creating a unique learning situation.

**Instructor:** **Sejin C. Brooks** is an attorney in the Austin Office of Barron, Adler, Clough & Oddo, LLP. Raised in Oklahoma, he joined the firm in 2014 and focuses on eminent domain litigation. For eight years Mr. Brooks served as an Assistant Attorney General at the Office of the Attorney General of Texas, Transportation Division. While in that position he acted as the project manager of litigation for parcel acquisition matters regarding the DFW Connector Highway Construction Project. Prior to his time as an Assistant Attorney General, Mr. Brooks served as an Assistant District Attorney in Oklahoma and as a Partner Attorney for a law firm in Oklahoma. Mr. Brooks is a member of the State Bar of Texas and the Oklahoma Bar Association. Mr. Brooks is also a member of IRWA Chapter 74 and is an IRWA CLIMB Certified Instructor.

### Course Coordinator:

Kasy Baldauf, SR/WA

Air Liquide

3011 Pasadena Freeway, Suite 190

Pasadena, TX 77503

Phone: (713) 320-5306

Email: [kasy.baldauf@airliquide.com](mailto:kasy.baldauf@airliquide.com)

### Class Facility Location:

Air Liquide

3011 Pasadena Freeway, Suite 190

Pasadena, TX 77503

Phone: (713) 320-5306

**Participant Capacity:** 15

### Hotel Accommodations:

Participants are responsible for their own accommodations.

**Register Online:** [https://www.irwaonline.org/courses/302/804-skills-of-expert-testimony/description/?evt\\_key=432d92be-bf89-4164-8749-d63e18f91379](https://www.irwaonline.org/courses/302/804-skills-of-expert-testimony/description/?evt_key=432d92be-bf89-4164-8749-d63e18f91379)

## 201-Communications in Real Estate Acquisition

**Start Date:** 05/13/2020

**End Date:** 05/15/2020

**No. of Days:** 3 Day

**Course Level:** Intermediate

**CEU Credits:** 24.00

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

**Tuition:** \$565.00 Member/\$710.00 Non-Member

**Sponsored By:** Chapter 8



**Course Description:** Utilizing self-learning exercises, role-playing and simulations of actual acquisition interviews, this course helps to instill confidence in participants and to enhance their communication/negotiation skills. Participants are given the opportunity for extensive individual participation, and are encouraged to experiment with the practical application of communication concepts and skills presented and discussed. Following the self-learning exercises and role-playing sessions, participants receive feedback regarding what they are doing effectively, as well as the areas in which they are in need of improvement.

The acquisition interview is presented in a step-by-step approach: how to start, how to develop trust, how to handle problems and objections, and how to close. Using video cameras, participants can then practice these steps by taking part in simulations of actual acquisition interviews. These video demonstrations are then replayed, enabling participants to see themselves "in action".

PLEASE NOTE: Each participant is required to bring an example of an actual acquisition case that has already been conducted or will soon be conducted. This case is needed on the first day of class.

**Instructor:** Ana B. Rausch, SR/WA, R/W-RAC is a Senior Vice President with Percheron. She has over 25 years of project management experience in the right of way industry. Her areas of expertise include project management, feasibility studies, negotiation and acquisition, title research, title curative, permitting, relocation assistance, damage and claim settlement, construction support, condemnation support, due diligence and budgeting for the pipeline, electric utility, telecommunications, transit, wind, rail and public sector projects. Over her career Ana has worked as a consultant as well as the Vice President of Real Estate for a major Transit Authority. Ana received a Masters in Business Administration (MBA) along with a Bachelor of Science (BS) from the University of Houston. She is a Licensed Texas Real Estate Broker. Ana is a member of the IRWA International Electric and Utilities Committee and served as Chair of IRWA Region 2 from 2015-2017. Ana is a Certified IRWA Climb Instructor and is a past President and Professional of the Year for IRWA Chapter 8. Ana was recently elected as the IEC Secretary for the IRWA.

### Course Coordinator:

Juan Garza  
Percheron LLC  
1904 Grand Parkway  
Katy, TX 77449  
Phone: (713) 299-7194  
Email: [juan.garza@percheronllc.com](mailto:juan.garza@percheronllc.com)

**Participant Capacity:** 15

### Hotel Accommodations:

Participants are responsible for their own accommodations.

**Register Online:** [https://www.irwaonline.org/courses/260/201-communications-in-real-estate-acquisition/description/?evt\\_key=ba894d94-3b86-45d8-b391-4b87f8c42ff0](https://www.irwaonline.org/courses/260/201-communications-in-real-estate-acquisition/description/?evt_key=ba894d94-3b86-45d8-b391-4b87f8c42ff0)

### Class Facility Location:

Percheron LLC  
1904 Grand Parkway  
Katy, TX 77449  
Phone: (713) 299-7194



# YOUNG PROFESSIONALS



**THE YOUNG PROFESSIONALS SPENT THE EVENING SUPPORTING HOUSTON FOOD BANK'S BACKPACK BUDDY PROGRAM. THEY HELPED UNPACK OVER 11,000 BOXES OF CEREAL THAT WILL BE GIVEN TO THOSE WHO DON'T ALWAYS HAVE MEALS COVERED ON WEEKENDS AND HOLIDAYS.**

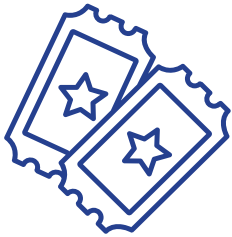
# THINGS YOU SHOULD KNOW

## Chapter News



### Chapter Luncheons Moved to Thursday

We have officially changed chapter luncheons to Thursday. The only meeting that will be held on a Friday, will be the Holiday Luncheon. 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 Brandon Hodge via email at [bhodge@appraiser.com](mailto:bhodge@appraiser.com)



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

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!

No new Members this month!

## Meet your Communications Committee:

Karla Breitinger  
Senior Land Analyst  
Enterprise Products  
[kjbreitinger@eprod.com](mailto:kjbreitinger@eprod.com)

Kelly Simmons  
Business Development &  
Marketing Manager  
Spirit Environmental  
[ksimmons@spiritenv.com](mailto:ksimmons@spiritenv.com)

Michele Freeman  
Marketing Manager  
Contract Land Staff  
[michele.freeman@contractlandstaff.com](mailto:michele.freeman@contractlandstaff.com)

Leesa Love  
Real Estate Acquisition  
Specialist  
Houston ISD  
[llove@houstonisd.org](mailto:llove@houstonisd.org)