

# The Centerline

IRWA Chapter 8 Gulf States

October 2021

## LETTER FROM THE PRESIDENT

Happy Halloween Chapter 8 and Go ASTROS! It is a big week for our Houston and surrounding area families. The Astros play the first game of the World Series tomorrow so be sure to cheer them on!

As we reach the end of the month, there will be a lot of children out on Sunday trick-or-treating. This is a fun event for the kids as well as the parents. When we first moved into our neighborhood, this was one way we were able to meet our neighbors. Enjoy the fun costumes and smiles as kids run up your driveway.

The Leaders Light the Way Memorial Scholarship was announced this month and is a great opportunity to continue your education and grow as a leader for our chapter and region. Applications must be submitted by February 1, 2022. If you have any questions, please let me know!

Be sure to join us on November 5<sup>th</sup> for our next monthly meeting. Our speaker, Utsav Mathur, is a shipping, offshore energy and global disputes lawyer from Norton Rose Fulbright's Houston office. He will be discussing some of the ongoing port projects and the potential impact to pipelines and other infrastructure. Please register early so we can give Norris Center an accurate head count.

*~Kasy Baldauf*



## Inside this issue:

Letter from the President	1
Chapter 8 Officers & Committee Chairs	3
Chapter Highlights	4
Upcoming Events	6
Young Professionals	7
Furthering Your Education	8
Things You Should Know	10

# CHAPTER 8 OFFICERS & COMMITTEE CHAIRS

## Officers

### President

#### Kasy Baldauf

Kasy.baldauf@airliquide.com  
Air Liquide Large Industries U.S. LP  
911 Katy Freeway, STE 100  
Houston, TX 77024  
713.740.8717

### President Elect

#### Ramiro Roel

Ramiro\_roel@kindermorgan.com  
Kinder Morgan, Inc  
1001 Louisiana St, STE 1000  
Houston, TX 77002  
713.420.3353

### Secretary

#### Linda Alfery

Linda.alfery@energytransfer.com  
Energy Transfer  
1300 Main St  
Houston, TX 77002  
713.989.4331

### Treasurer

#### Erik Breitinger

ebreitinger@auduboncompanies.com  
Audubon Field Services  
10205 Westheimer Rd  
Houston, TX 77042  
832.671.3745

### 2 Year Director

#### Brandon Hodge

bhodge@appraiser.com  
Allen Williford & Seale, Inc  
11999 Katy Freeway STE 400  
Houston, TX 77079  
281.493.4444

## Committees

### Education

#### Eric Alley

ealley@eprod.com  
Enterprise Products Company  
9420 W. Sam Houston Parkway N.  
Houston, TX 77064  
Phone: 281-887-3303

### Membership

#### Linda Alfery

Linda.alfery@energytransfer.com  
Energy Transfer  
1300 Main St  
Houston, TX 77002  
713.989.4331

### Professional Development

#### Kasy Baldauf

Kasy.baldauf@airliquide.com  
Air Liquide Large Industries U.S. LP  
911 Katy Freeway, STE 100  
Houston, TX 77024  
713.740.8717

### Communications

#### Karla Breitinger

kjbreitinger@eprod.com  
Enterprise Products Company  
9420 W Sam Houston Pkwy N  
Houston, TX 77064  
281.887.3308

## Young Professionals

### Co-Chair

#### Barrett Haby

bhaby@appraiser.com  
Allen, Williford & Seale, Inc  
11999 Katy Freeway, STE 400  
Houston, TX 77079  
210.288.5066

### Co-Chair

#### Mercedes Mallinger

Mercedes.mallinger@fhr.com  
Flint Hills Resources LC  
323 South 8th St  
LaPorte, TX 77571  
612.849.0825

# CHAPTER HIGHLIGHTS

Don't forget to renew your 2022 IRWA dues!

Please join us for our November meeting, Friday, November 5th at Norris Center.

Interested in joining a committee? The Education Committee is looking for help, please contact Eric Alley [éalley@eprod.com](mailto:éalley@eprod.com), and the Communications Committee is looking for help, contact Karla Breitinger [kjbreitinger@eprod.com](mailto:kjbreitinger@eprod.com).

We had the pleasure of listening to Dalton Vann, MAI, SR/WA, R/W-AC with CBRE discuss economic case law in Texas.

Chapter 8 and Region 2 are looking for an **exclusive networking event sponsor** available for \$5,000 for the Oil & Gas Symposium on February 23, 2022.

What's included?

- Your logo only displayed at the networking event at the end of the symposium
- A banner with your logo only will be posted on several easels around the room during the networking event
- A full ONE PAGE ad in the event program
- 4 free admissions to the symposium

Please contact Liz Neidlinger [eaneidlinger@eprod.com](mailto:eaneidlinger@eprod.com) or Rebecca Eguia [reguia@eprod.com](mailto:reguia@eprod.com) if you're interested!



# PGS

Kimberly D McClung - Attorney, Broker, SRWA

[www.texasrowattorney.com](http://www.texasrowattorney.com)

(512) 289-3346

# CHAPTER HIGHLIGHTS





**February 23, 2022**

Norris Conference Center, Houston/City Center

★ **SPONSORS NEEDED** ★

PLATINUM \$1,500

GOLD \$1,000

SILVER \$750

BRONZE \$500

**Yo-Pro Happy Hour**

February 22, 2022

Location TBD

ANY QUESTIONS?

Please contact: Rebecca Eguia - [reguia@eprod.com](mailto:reguia@eprod.com) or Liz Neidlinger - [eaneidlinger@eprod.com](mailto:eaneidlinger@eprod.com)

HOSTED BY

IRWA CHAPTER 8-GULF STATES & REGION 2

## UPCOMING EVENTS—Young Professionals

The Yo-Pros are hosting a networking event at The Tuck Room on October 21, sponsored by Thomas Title & Escrow from 5:30-7:30. We hope you can join us!

A BIG thank you to Gullett for sponsoring the October Yo-Pro networking event at Kirby Ice House Memorial.

**ATTENTION!** We are also looking for an exclusive title sponsor for the Yo-Pro networking event the night before the symposium in February 2022. If you're interested in sponsoring this event please reach out to Barrett Haby [bhaby@appraiser.com](mailto:bhaby@appraiser.com) or Mercedes Osbern [Mercedes.osbern@fhr.com](mailto:Mercedes.osbern@fhr.com)

## 201 Communications in R.E. Acquisition

**Start Date:** 11/10/2021

**End Date:** 11/12/2021

**No. of Days:** 3

**Course Level:** Intermediate

**CEU Credits:** 24.00

**Class Time:** 8:00 AM - 5:00 PM

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

Late registration fee of \$25.00 applied on November 1, 2021

**Sponsored By:** IRWA Headquarters



**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, SRWA, 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 previously served as IEC Secretary for the IRWA

**Course Coordinator:**

Eric Alley  
9420 W Sam Houston Pkwy N  
Houston, TX 77064  
Phone: (281) 887-3303  
Email: [evalley@eprod.com](mailto:evalley@eprod.com)

**Participant Capacity:** 20

**Hotel Accommodations:**

Students are responsible for their own hotel accommodations

**Class Facility Information:**

Percheron LLC Corporate Office  
1904 W Grand Parkway N STE 200  
Katy, TX 77449  
Phone: (832) 300-6400

**Register Online:** [https://www.irwaonline.org/courses/260/201-communications-in-real-estate-acquisition/description/?evt\\_key=9b91859c-49d2-4f25-948a-401385619a7e](https://www.irwaonline.org/courses/260/201-communications-in-real-estate-acquisition/description/?evt_key=9b91859c-49d2-4f25-948a-401385619a7e)

# FURTHERING YOUR EDUCATION

## 800 Principles of Real Estate Law

**Start Date:** 12/14/2021

**End Date:** 12/15/2021

**No. of Days:** 2

**Course Level:** Core

**CEU Credits:** 16.00

**Class Time:** 8:00 AM - 5:00 PM

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

Late registration fee of \$25.00 applied on December 6, 2021

**Sponsored By:** Chapter 8



**Course Description:** This course is designed to build on the basics of real estate law provided by Course 100 "Principles of Land Acquisition" and to assist the right of way agents, property managers and others in collaborating with property owners and attorneys. This introductory course provides novice employees dealing with real estate issues with basic right of way information and experienced employees with a broader perspective on legal issues and applicable law.

**Credentialing: Industry:** A core course that is required for all 4 pathways in the RWP program. **Specialist:** Required course for all the R/W-AMC Program; an elective for the R/W-NAC program.

**Topics:** Real property law overview; Contract law, introduction to contract law, types of contracts, elements of a contract, termination and discharge of contracts; Specific real estate contracts, purchase and sale agreement, commercial lease easement agreements, agency agreements; Tort law in general, specific torts relating to real estate; Land use controls introduction, restrictive covenants, planning legislation, environmental regulation; Condominium/common ownership interests introduction, creation of the interest, repair and insurance rights and duties of owners, comparative advantages and disadvantages of various types of ownership.

**Course Tuition includes** Participant Manual and Real Estate Dictionary

**Who should take this course** This course is designed for right of way professionals and individuals who need a broader perspective on real estate legal issues and applicable law that pertain to right of way acquisitions and property management.

**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:**

Erik Breitingner, RWA  
10205 Westheimer Rd, STE 100  
Houston, TX 77042  
Phone: (832) 671-3745  
Email: [ebreitingner@auduboncompanies.com](mailto:ebreitingner@auduboncompanies.com)

**Participant Capacity:** 30

**Hotel Accommodations:**  
Participants are responsible for their own hotel accommodations

**Class Facility Information:**

Audubon Companies  
10205 Westheimer Rd, STE 100  
Houston, TX 77042  
Phone: (832) 671-3745



**Register Online:** [https://www.irwaonline.org/courses/291/800-principles-of-real-estate-law/description/?evt\\_key=cb5207e3-a5e1-4b7a-b9f9-51598587f683](https://www.irwaonline.org/courses/291/800-principles-of-real-estate-law/description/?evt_key=cb5207e3-a5e1-4b7a-b9f9-51598587f683)

# THINGS YOU SHOULD KNOW

## Gift Cards Needed for Chapter Luncheon Raffles

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 Kasy Baldauf via email at [kasy.baldaulf@airliquide.com](mailto:kasy.baldaulf@airliquide.com).

## IRWA Luncheons Approved for SR/WA Rectification 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 our 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-Nominated 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 sources 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

Leesa Love

Lead Land Analyst

Real Estate Acquisition Specialist

Want to join our committee?

Enterprise Products

Houston ISD

Contact Karla Breitinger!

[Kjbreitinger@eprod.com](mailto:Kjbreitinger@eprod.com)

[llove@houstonisd.org](mailto:llove@houstonisd.org)