

# The Centerline

IRWA Chapter 8 Gulf States

September 2021

## LETTER FROM THE PRESIDENT

Happy first few days of fall in Texas! This “cool” front has been a nice change of pace from our otherwise hot summer days! I hope you and your family made it through Hurricane Nicholas. It sure was windy at my house! While we are in the middle of hurricane season, please stay safe and prepared. We never really know when one of these storms might head our way.

The 29th Annual Dan Ewing Memorial Golf Tournament was another success! Thank you to the golf committee for all of their hard work. This year the committee selected the 100 Club as the beneficiary of the tournament proceeds. For those of you who made it out to the tournament, it was a beautiful blue sky day! Next year’s tournament will be held on May 5th for the 30th Annual! Mark your calendars for another great event!



The Events Committee is in the works and looking for members. One of the main responsibilities of this committee is to plan the Holiday Party for December. We’re going to change it up this year and have a dinner party instead of lunch for Christmas. We will still take donations for Toys For Tots. More details to follow as those plans get finalized. If you would like to help or participate on the Events Committee, please send me an email at [kasy.baldauf@airliquide.com](mailto:kasy.baldauf@airliquide.com).

Finally, it was announced this week that Tim Drennan was promoted to IRWA’s Executive Director. Tim is a member of the Dallas chapter and has always been there and supported our region and chapter. I wish him the best in this new role!

~Kasy Baldauf



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# 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  
281.887.308

## 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 MEETING HIGHLIGHTS

**Exciting News!** Our monthly meetings are back to being in person! Our next meeting will be **Friday, October 1st** at the Norris Center.

**Want to help out on a committee?** The Education and Communications Committees are looking for volunteers. If you're interested please contact Eric Alley for the Education Committee [eamalley@eprod.com](mailto:eamalley@eprod.com) or Karla Breitingner for the Communication Committee [kjbreitingner@eprod.com](mailto:kjbreitingner@eprod.com).

The chapter is also looking at putting together an Events Committee. If you're interested please reach out to Kasy Baldauf [kasy.baldauf@airliquide.com](mailto:kasy.baldauf@airliquide.com)

We had the pleasure of having Tom Zabel as our guest speaker at the September meeting where he talked about the new Eminent Domain legislature and the four bills that made it through the session.



# PGS

Kimberly D McClung - Attorney, Broker, SRWA

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

(512) 289-3346

# CHAPTER MEETING 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



**CH. 8 YP  
HAPPY HOUR**

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Date - 9/23/21  
Time- 5pm  
Location- the NEW Kirby Ice House  
Memorial.  
KIRBY ICE HOUSE MEMORIAL  
1015 Gessner Rd  
Houston, TX 77055

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# FURTHERING YOUR EDUCATION

## 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, 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 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: [eaalley@eprod.com](mailto:eaalley@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)

# 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.baldauf@airliquide.com](mailto:kasy.baldauf@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)

