



Annual Meeting of the Members Minutes June 12, 2011, Atlanta, GA

Call to Order: President, Kenneth L. Davis, SR/WA called the IRWA Annual Meeting of the Members to order at 2:27pm.

Quorum: Secretary, Lisa R. Harrison, SR/WA confirmed that a quorum for the Meeting of Members was present.

Leadership Introductions: President Davis introduced the International Executive Committee, Advisory Council members, region chairs and region vice chairs. Mr. Davis then made a special introduction of 1987- 1988 International President, Mr. Ronald L. Williams, SR/WA, presenting him with IRWA's Lifetime Achievement Award. Ken shared that Mr. Williams had held every office from chapter to region to International President, is a long time instructor/facilitator and has written a number of the courses IRWA teaches today. Mr. Williams shared his thanks to the organization for its work and meaning to the Right of Way profession. Mr. Davis then introduced the four Balfour Professional of the Year Award finalists, Mr. Jerry Lund, SR/WA, Ms. Tamara Benson, SR/WA, Ms. Patricia Thayer, SR/WA and Ms. Mary Anne Marr, SR/WA. Each finalist took the stage and share brief remarks on being nominated.

President Davis then introduced our Allied Association guests, our International Affiliates, the Japan Compensation Consultants Association and the South African Right of Way Association and delegates from Thailand, Germany, The United Kingdom, Saudi Arabia, South Korea and Uganda.

Minutes Approved: The Minutes of the 2010 Meeting of the Members in Calgary, AB were approved as posted. Lisa R. Harrison, SR/WA moved approval, seconded by Lee Hamre, SR/WA. Members were advised that all officer and committee reports are on file, either on the IRWA website or at IRWA Headquarters and are available for review upon request.

Executive Vice President's Report: EVP, Mark Rieck reported on a very solid year, despite the struggling U.S. economy. As of April our membership totals 9,506 and the collaborative efforts between IRWA chapters and the Membership Department at headquarters has had the desired effect, as the association hit its 90% retention goal and gained an average of 68 new members per month, even as senior members begin to retire in greater numbers and others leave the profession through staff reductions. The IRWA has joined the National League of Cities this year and will begin to market the

IRWA, membership, education and credentialing to 1,900 towns and municipalities in the fall. That promotional program will serve as air cover for a very targeted campaign being developed as a collaborative effort between our regions, chapters and international committees to call on 10 key cities, 10 agencies and 10 companies next fiscal year to personally present the IRWA and all the association has to offer.

IRWA education is beginning to rebound, with 377 classes scheduled through the end of June. At the end of April, 4,565 people have participated in classroom courses and another 845 have taken an online course, with online education more than doubling last year at this time. Mark shared that next year; our push will be to partner with our education committees to fully review our entire IRWA classroom curriculum. We will also begin to produce IRWA education programming in China, Mexico and South Africa, for the very first time, that will lead to new credentialed members.

In the area of credentialing, the IRWA enjoyed a banner year with 1,151 members declaring their candidacy for our generalist and specialist certifications and designation, nearly triple the number of candidates from a year ago. We expect this surge in candidacies to drive education for the next 3-5 years.

The organization is working hard to promote our credentialed members to the Right of Way industry. This month an ad running in Civil Engineering Magazine will be seen by 75,000 engineers, and a special URL has been created that will help them find IRWA credentialed members in their service areas. Members have asked that we promote our credentialed members to the industry and the association has responded. And in next year's budget request, we are hoping to double our marketing budget in order to step up our promotion efforts with a year-round campaign.

Mark took a moment to recognize staff, who have become true partners with member leaders as they carry out the work of the IRWA. Staff have really stepped up their effort to collaborate with not just international and region leaders, but chapter leadership as well. Their time and expertise is in high demand and they are spread thin, especially during the fall and spring when region forums take place. Mark announced that starting this fall, staff will be able to attend many more meetings, without travel time, thanks to a new video conferencing system. Mark conducted a live demonstration of the system, conferencing in members of the IRWA staff located in Gardena to the meeting in progress.

Mr. Rieck thanked the U.S. Right of Way International Education Foundation and the Canadian Right of Way Education Foundation for their partnership and three-year funding commitment to establish the IRWA Leadership Institute with the Pennington Performance Group. IRWA's commitment to leadership development will differentiate IRWA members from other associations, because of our ability to deliver leadership training all the way to the individual member level.

Mark closed his presentation by sharing that while the future is uncertain, members can count on the IRWA to continue to adapt, innovate and deliver a high quality membership, education and credentialing experience for our members and provide the tools members need to build and grow their careers.

Introduction of Committee Leadership: Incoming President, Randy A. Williams, SR/WA, was invited to the stage to introduce the IRWA's Service and Education Committee leadership. Randy then thanked each chair and vice chair for their leadership and service to the association.

President's State of the Profession Report: Mr. Williams turned the podium back to Ken Davis, who shared that in early 1976 he joined the Right of Way Association and received a small blue lapel pin that announced to the world that he was a member of the ARWA, the American Right of Way Association. A few years later, he received a new pin proclaiming that he was now a member of the International Right of Way Association or the IRWA. That was thanks to the inclusion of our Canadian neighbors to the north in our organization. Mr. Davis noted that a few years later we welcomed members from Japan and South Africa as Affiliate Members and became even more international. Representatives from those two countries are in the audience today.

Over the last couple of years, the IRWA has received inquiries from nations and organizations around the world concerning the IRWA and the education it has to offer. There has been interest not only in IRWA courses but also in our credentialing programs. The IRWA is being recognized around the world as the premier organization representing the right of way profession. In that process members are being recognized as the true professionals we have always known we are.

Ken went on to share examples like China, where the IRWA has a signed contract to conduct five days of courses in Beijing, in late August. Many of the attendees will be appraisers holding the MAI designation and will be seeking our appraisal certification through the cross certification agreement with the Appraisal Institute. ASA de Mexico has signed a Memorandum of Understanding with the IRWA to bring appraisal courses to their members. The association plans to conduct courses later this year and that the designated ASA's will seek our certification through cross certification with ASA de Mexico. As with China these designated appraisers will need to join the IRWA to receive credentialing. The Compulsory Purchase Association will be signing a Memorandum of Understanding with the IRWA, promoting greater activity between the two organizations tomorrow morning. IRWA leadership has also been in discussions with organizations from Australia, Saudi Arabia, Thailand, South Korea and Uganda regarding chapter formation and education leading to credentialing.

Mr. Davis then outlined the affiliate relationship IRWA enjoys with the South African Right of Way Association (SARWA), which includes active participation in our Annual Education Conference. President Davis then asked Ernest Grunewald, president of SARWA to join him on stage to sign an agreement making SARWA a region partner rather than an affiliate. We will partner with SARWA to conduct education courses in South Africa with modification of those courses to reflect South African law and culture. SARWA will have a travel budget to attend our International Conferences and the fall International Governing Council meeting where they will have a voice but not vote. It is the association's plan that the SARWA members who take IRWA courses will also want IRWA credentialing, joining the IRWA as individual members. Mr. Grunewald took the stage, signed the

agreement and shared his thoughts on the opportunity before the IRWA and SARWA as they embark on a shared mission to benefit right of way professionals in his country.

President Davis noted that there are a number of reasons the IRWA is pursuing international programs sharing that they represent a potential major profit center, with a large portion of our income coming from our course offerings. The more courses we put on the more income the association can reinvest into the IRWA education program to enlarge and enhance our offerings for all members. A win-win situation for our members and the association.

From the standpoint of the individual member and the various companies they represent, international outreach has the potential to open doors to many new opportunities. From what we can tell as a result of our discussions with our foreign counterparts, the need for training is a direct result of a major need for new and improved infrastructure in these countries. It stands to reason that there will be a need for seasoned right of way professionals to assist in these endeavors.

Ken shared that at the same time, we have an opportunity to enlarge our membership base. During these difficult economic times the IRWA has maintained a steady membership base. This is exemplary when compared to other volunteer professional organizations who are experiencing a shrinking membership, but does not fit with our overall goal of steadily increasing our membership roles. At the same time we recognize that there are large numbers of potential members within our towns and municipalities, agency professionals and for profit companies in our ten Regions. We are planning targeted marketing strategies to reach these markets as well. Mr. Davis concluded his remarks by thanking the association for the opportunity to serve the membership.

Adjourn: President Davis then adjourned the Annual Meeting of the Members at 3:17pm and turned the program back over to Atlanta Annual Education Conference Co-Chairs, Ms. Cheryl M. Lee, SR/WA and Mr. Joseph B. Neighbors, SR/WA.

These minutes were developed by EVP Mark Rieck, reviewed and approved by Secretary, Wayne Goss, SR/WA and will be posted on the IRWA website for review and approval at the next Annual Meeting of the Members, scheduled to take place on June 10, 2012 in Seattle, WA.