

# The Carolinas' Courier



International Right of Way Association - Carolinas Chapter 31

## WINTER SEMINAR 2017

The next Chapter 31 Meeting will be held on February 24, 2017  
at the INN at USC—Wyndham Garden



**DATE:** Friday, February 24, 2017

**LOCATION:**  
INN at USC—Wyndham Garden  
1619 Pendleton Street  
Columbia, SC 29201

**CONTACT INFORMATION:**

**President:**  
Matt Rhoad  
919-821-6748  
Mrhoad@smithlaw.com

**Vice President:**  
Jason Bloch  
803-316-7793  
jbloch@telics.com

**Treasurer:**  
Anthony Alderman  
828-228-4673  
aalderman@nxnwconsulting.com

**Secretary:**  
John Palmer  
828-280-4520  
jpalmer@palmercompanyinc.com

**International Director (1 year):**  
Ottis 'Buster' Allen  
919-546-3483  
Buster.allen@duke-energy.com

**International Director (2 year):**  
Matt Rhoad  
919-821-6748  
Mrhoad@smithlaw.com

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**SCHEDULE:**

7:30 A.M.—8:00 A.M. Registration  
8:00 A.M.—8:30 A.M. Welcome/Announcements/Sponsor Introductions  
8:30 A.M.—8:40 A.M. ~~Break~~

**Presentations**

8:40 A.M.—9:30 A.M. E-Discovery and the Technology Game-Changer  
Beth Minear, Esq., CP & Management Strategist, Contract Land Staff  
9:30 A.M.—9:40 A.M. ~~Break~~  
9:40 A.M.—10:30 A.M. Richland Penny Program Update  
David Beaty, Program Manager, Richland Penny  
10:30 A.M.—10:40 A.M. ~~Break~~  
10:40 A.M.—11:30 A.M. "Bless Your Heart": How Context and Culture Influences How We  
Communicate with Property Owners  
Sarah Lutz, CRM, PMP, Land Representative, Duke Energy  
11:30 A.M.—11:40 A.M. ~~Break~~  
11:40 A.M.—12:30 P.M. River Alliance—Greenway Update  
Mike Dawson, River Alliance  
12:40 P.M.—1:20 P.M. LUNCH Sponsored by **TIDEMARK LAND SERVICES & TELICS**  
1:20 P.M.—2:30 P.M. Chapter Business Meeting

## MESSAGE FROM OUR PRESIDENT

Happy New Year, Chapter 31! The New Year brings a time to reflect on 2016 and set goals for 2017. Our Chapter continued providing excellent opportunities to our members in 2016 with our quarterly seminars, educational offerings, and socials, and strengthened by adding many new and active members. The focus for the first half of 2017 – the remainder of my term as President – will be on our bid to have the 2022 International Conference in Charlotte (which will be voted on at the conference in Anchorage, AK, in June) and getting the Young Professionals group more visible and active in the Chapter.

The Conference Bid Committee, headed by Bill Christian and Julie McDonald, has been very active in planning for the bid. The Committee is currently working on a logo and theme for our pitch.

Please contact Bill or Julie if you would like to help on the committee or if you have any suggestions or ideas. Creative ideas, leg work, and help collecting information are always needed and appreciated. In particular, the Committee plans to have a Facebook page that will need to be updated fairly regularly with events and articles about things to do in North Carolina and South Carolina – fun things to do that

will entice people to vote for Charlotte, in part, because there are great things to do here before or after the conference.

As usual, our signature event in Charleston in October did not disappoint. Uncle Al's low country boil was delicious and well-attended. The speakers at the seminar were excellent, and the Region 6 Forum that the Chapter hosted went off very smoothly. While the accommodations, meeting space, and food at Wild Dunes were very nice, I think the consensus of the people I spoke with is that we should not return there every year due to cost and location. I'm thinking we just pitch tents on the USS Yorktown next fall, but I guess that will be Anthony Alderman's call. Thank you again to our sponsors for our Charleston meeting – ERM Group and North by Northwest Consulting.

Our next meeting will be in Columbia, SC, in February, where I am curious to see how long Bill Christian can wear his "Clemson National Champions" shirt before getting heckled and/or assaulted. Course 400 "Principles of Real Estate Appraisal", a 2-day course, will be offered on February 22-23. Our networking social will be held on February 23 and our seminar will be held on February

24. Accommodations will be at Inn at USC – Wyndham Garden – but if you haven't yet made reservations, time is quickly running out!

Thanks to Compass South Appraisals, Utility Land Service, Tidemark Land Services, and TELICS for sponsoring the social and the seminar.

Matt



**Matt Rhoad**





## WINTER SEMINAR, COLUMBIA, SC

**February 22-24, 2017**

### INN at USC - WYNDHAM GARDEN

1619 Pendleton Street, Columbia, SC 29201

803-779-7779

**IRWA** Room Rate: \$125.00 plus taxes, pending room availability.

Room reservations must be made by **January 21, 2017** to ensure this rate.

For reservations, call: 803-779-7779

To make online reservations:

<https://www.wyndhamhotels.com/groups/irwa-conference>

Friday Seminar Lunch co-sponsored by:

**TIDEMARK LAND SERVICES**

&

**TELICS**

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*Winter Seminar Social and Networking* **Thursday, February 23rd**, 6:00pm - until

**Location TBD**

Thursday night Networking Social co-sponsored by:

**COMPASS SOUTH APPRAISALS**

&

**UTILITY LAND SERVICE**

Thursday Social at **TBD** is **\$15 per person.**

Friday Seminar (including lunch) is **\$30 per person.**

Register and pay for all events on our Chapter website:

**[www.irwa31.com](http://www.irwa31.com)**

(Click on the Calendar tab and then register/pay for each event separately)



## WINTER SEMINAR, COLUMBIA, SC

**February 22-24, 2017**

### **AGENDA**

#### *WEDNESDAY & THURSDAY, FEBRUARY 22-23*

Wednesday & Thursday, February 22-23

8:00 a.m. - 5:00 p.m.

### **Course 400: Principles of Real Estate Appraisal**

*(2 day course)*

**Inn at USC - Wyndham Garden**

Thursday, February 23

6:00p.m. – until

### **Networking Social and Hospitality**

*Location TBD*

Networking Social Sponsored by:

**COMPASS SOUTH APPRAISALS  
&  
UTILITY LAND SERVICE**

#### *FRIDAY, FEBRUARY 24—WINTER SEMINAR PROGRAM*

Friday, February 24

### **INN at USC - WYNDHAM GARDEN**

7:30a.m.— 8:00a.m.

**Registration**

8:00a.m.— 8:30a.m.

**Welcome/Announcements/Sponsor Introductions**

8:30a.m.— 8:40a.m.

~~ Break ~~

### **Presentations**

8:40a.m. - 9:30a.m.

***E-Discovery and the Technology Game-changer***

Beth Minear, Esq., VP & Project Management Strategist, Contract Land Staff

9:30a.m. - 9:40a.m.

~~ Break ~~

9:40a.m. – 10:30a.m.

***Richland Penny Program Update***

David Beaty, Program Manager, Richland Penny

10:30a.m. - 10:40a.m.

~~ Break ~~

10:40a.m.– 11:30a.m.

***“Bless Your Heart”: How Context and Culture Influences How We Communicate with Property Owners***

Sarah Lutz, CFM, PMP, Land Representative, Duke Energy

11:30a.m. - 11:40a.m.

~~ Break ~~

11:40a.m. – 12:30p.m.

***River Alliance - Greenway Update***

Mike Dawson, River Alliance

12:40p.m. – 1:20p.m.

**LUNCH sponsored by: TIDEMARK LAND SERVICES**

**&**

**TELICS**

1:20p.m. - 2:30p.m.

**Chapter Business Meeting**

# **HOTEL INFORMATION**

## **INN at USC - WYNDHAM GARDEN**

1619 Pendleton Street, Columbia, SC 29201  
803-779-7779

**IRWA** Room Rate: \$125.00 plus taxes, pending room availability.  
Room reservations must be made by January 21, 2017 to ensure this rate.  
For reservations, call: 803-779-7779

To make online reservations:

<https://www.wyndhamhotels.com/groups/irwa-conference>



# **COURSE INFORMATION**

## **EDUCATION**

*Course will be held at the Inn at USC - Wyndham Garden*

### **C400 – Principles of Real Estate Appraisals**

**Wednesday and Thursday, February 22-23 (2-day course)**

**8:30am—5:30pm each day**

**Register before February 5th to avoid a late registration fee.**

#### **Three ways to register:**

- 1. Chapter 31 website (Calendar tab or Courses/Education tab)**
- 2. International IRWA website**
- 3. Contact the course coordinator:**

**Holly Whitley-Cataldo**

**704-338-6776**

***holly.whitley-cataldo@hdrinc.com***

## **Thursday Night Networking Social**

**Thursday, February 23rd**

***6:00—until?***

***Sponsored by:***

**COMPASS SOUTH APPRAISALS**

**&**

**UTILITY LAND SERVICE**

# FUNDING FORTY YEARS OF ROW EDUCATION



Reflection is a powerful tool. As individuals, reflecting on the past helps us gain perspective and insight on our priorities for the future. It is equally important for organizations to reflect on history and evaluate whether our original mission and objectives continue to be relevant today.

## Expectations Shifting

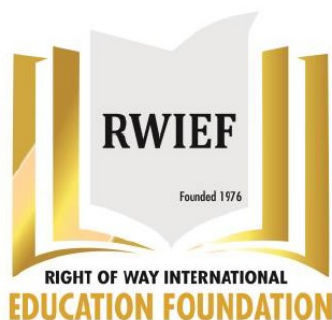
The early 70s saw a dramatic shift in right of way work. Agents had previously been expected to be a jack of all trades, but expertise in individual fields was quickly becoming more desirable. After publication of *“The Principles of Right of Way”* in 1972, the then American Right of Way Association realized that specialized education would be an ongoing need for members. To support this pursuit, a funding mechanism would be necessary and in July of 1976 the Right of Way International Education Foundation (RWIEF) was formed. Separate from the International Right of Way Association (IRWA), the non-profit Foundation’s core mission was to fund right of way education and professional development initiatives.

## Expanding and Evolving

Forty years later, the right of way industry continues to expand and evolve – now at lightning speeds – creating more demand for specialized education and training. The IRWA has grown with new chapters and affiliates in 20 countries, fostering the need to serve a more global membership. Industry needs and personal lifestyles have changed too, insisting on instant access to education. The IRWA’s education program now has more than 60 courses to update and develops new courses as industry needs warrant. This aggressive program requires an ever-increasing financial commitment. For these reasons, the Foundation’s mission is more relevant than ever to the success of the IRWA and its members.

## Funding

Through tax deductible donations from IRWA members, chapters and regions, as well as funds generated through our annual auction and golf tournament, the RWIEF has awarded hundreds of thousands of dollars for education and professional development programs. The Foundation does not develop or update courses; that is the purview of the IRWA. As a separate non-profit, it safeguards and grows donations. When new funding proposals are received, a basic approach is used in evaluating each request. Projected donations are estimated, then funds already pledged and sunset dates for those funds are verified to confirm remaining, unpledged funds. Once the merit of a request is vetted, it is time for a vote of the Trustees. With this data in hand, approval or denial of any request is systematically evaluated.



## Advancing Careers

The RWIEF applauds the efforts of right of way professionals to become better informed and specialized and we welcome the opportunity to review new funding proposals. Our goal is to allocate available dollars with an open mind toward the future of the profession and its professional development needs. We are very grateful for the continued support of IRWA members, individual and corporate, without whom funding the ever-expanding education needs of the profession would not be possible. It has been our privilege to serve the IRWA membership these forty years!



# THE SECRETARY'S REPORT

BY JOHN PALMER

The 2016 Fall Seminar and Business Meeting were held on Friday, October 28, at the Wild Dunes Resort in Isle of Palms, SC. The meeting was called to order by President Matt Rhode at 8:10 a.m.

Thank you to North by Northwest Consulting, Inc. and ERM Group for sponsoring the Thursday evening social and Friday's lunch.

The minutes from the Fall Seminar held October 16, 2015 in Charleston, SC were approved.

## Secretary's Report

Please see the Treasurer's section of the newsletter for details.

## Committee Reports

Committee reports were provided by the following committees: Asset Management, Education, Young Professionals, Membership, Newsletter and Pipeline. Please check the Meetings/Minutes tab on our website for details ([irwa31.com](http://irwa31.com)).

## New Business

- A discussion of how many of the current committees are needed and which ones are necessary. This issue will be studied with more information to follow.

- New member's lapel pin was discussed and introductions were made.

Meeting adjourned at 3:20 p.m.

Respectfully submitted,

Secretary, IRWA Carolinas Chapter 31



\*REMINDER: Business meetings are open to ALL Chapter membership! You don't need to be an officer or committee chairperson to attend. Please consider staying after lunch next time to learn more about your Chapter and to be eligible to win a \$50 gift card!



# MEMBERSHIP REPORT



## TREASURER'S REPORT

Report created on 01/09/2017

07/01/16-12/31/2016

### Profit & Loss

Income: \$32,326.63

Expense: \$48,765.13

Net: (\$16,438.50)

### Balance Sheet

Checking: \$9,963.75

Savings: \$34,472.45

TOTAL: \$44,436.20

|                                          |     |
|------------------------------------------|-----|
| Transferred Out                          | 01  |
| New Members 2nd Quarter                  | 10  |
| Total Membership as of December 31, 2016 | 305 |

### WELCOME ! New Members

Michael J. Crook (Parker, Poe, Adams & Bernstein, LLP)

James Milner, (North by Northwest Consulting, Inc.)

Miranda S. Gregory (Duke Energy Carolinas)

David Best (Chase Real Estate Services)

Carol Keis (Duke Energy Progress)

J. Norwood West (Duke Energy)

Katie Iams (Parker, Poe, Adams & Bernstein, LLP)

Christopher W. Mashburn (Mashburn Appraisal Group)

Kevin L. Lee (Duke Energy)

\*Interested in becoming a member?

Go to [www.irwa31.com](http://www.irwa31.com) and click on the membership tab.

Or email [kdkilpatrick@vaughnmelton.com](mailto:kdkilpatrick@vaughnmelton.com) for more information.



# FALL 2016 MEETING AND SOCIAL





## Chapter 31

International Right of Way Association  
PDC – Quarterly Report

### 1<sup>st</sup> Quarter Report

The period for qualifying for SR/WA designation under the old program closed on 12/31/17. Many members submitted before the deadline in order to register their candidacy under the old program.

During the period between Nov 2016 – Jan/18/2017, the following activities were processed and recorded by the PDC chair.

#### November 2016

|                                |           |         |    |                 |
|--------------------------------|-----------|---------|----|-----------------|
| SR/WA Application - Generalist | Hosch     | Ernest  | R. | Telics          |
| SR/WA Designation Awarded      | Leonhardt | Phillip | B. | Duke Energy     |
| SR/WA Candidacy Application    | Burleson  | Neil    |    | THC, Inc.       |
| SR/WA Recertification Approval | Hooper    | Mark    | C. | The Hooper Team |
| SR/WA Candidacy Application    | Hearns    | Marvin  |    | HRES            |
| RW-NAC Candidacy Application   | Hearns    | Marvin  |    | HRES            |
| SR/WA Candidacy Application    | Regan     | Anne    |    | THC, Inc.       |

Please note:

- Phillip Leonhardt was awarded the SR/WA designation. Presentation will be made at the Winter Forum in Columbia.
- Mark Hooper recertified as SR/WA.

#### December 2016

|                              |         |         |   |                   |
|------------------------------|---------|---------|---|-------------------|
| SR/WA Recertification        | Jew     | Anna    |   | Duke Energy       |
| SR/WA Candidacy Application  | Bost    | Steven  | W | THC, Inc.         |
| SR/WA Application Generalist | Lee     | Gregory | H |                   |
| SR/WA Application Generalist | Insogna | Becky   |   | City of Charlotte |
| SR/WA Candidacy Application  | Houser  | Tanya   | L | Duke Energy       |

Please note:

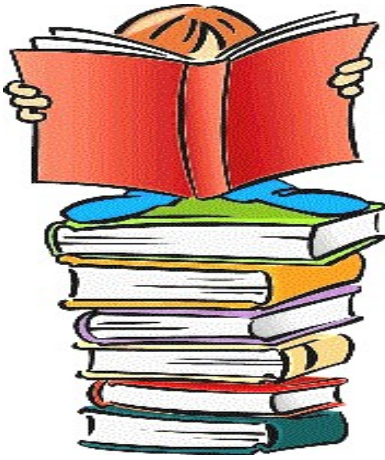
- Anna Jew recertified for SR/WA

#### January 2017

Received plaque and pin for Phillip Leonhardt. No other activities to report.

*Steve Chastain*

Steve Chastain, SR/WA – PDC Chair



# Education Corner

by Holly Whitley-Cataldo



Our February course will be **C-400 Principles of Real Estate Appraisal**. It is a 2-day course.

**Sign up NOW!!!**

C-501-Residential Relocation and C-502-Business Relocation will be offered in Charlotte, NC March 21-24.

Take one class or both.

If you would like to be a course coordinator and get a class for FREE please let me know!! We have C-700, C-105 and C-218 coming up this year.

I am always open to suggestions or questions regarding the courses, so



## Integra Realty Resources

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- ☞ Expert witness testimony and litigation support
- ☞ Clients include state and municipal governments, along with other public agencies
- ☞ Staff of 35 valuation professionals, including 14 MAIs

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### › Charlotte

Fitzhugh L. Stout, MAI, CRE, FRICS  
T (704) 206-8254  
[fstout@irr.com](mailto:fstout@irr.com)

John D. Scott, Jr. MAI, MRICS  
T (704) 206-8258  
[jscott@irr.com](mailto:jscott@irr.com)

### › Raleigh

Chris R. Morris, MAI, FRICS  
T (919) 847-1717  
[cmorris@irr.com](mailto:cmorris@irr.com)





“The IRWA Young Professionals Network is focused on building a strong foundation for the next generation of Right of Way Professionals. Ethics, education and encouragement are the nucleus of our organization. Be a part of the initiative!

To find out more and join the mailing list, please contact Bonnie Blalock at bonnie-



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# RELOCATION CORNER

**Did you know???**

A Temporary Waiver of Methodology for Calculating Replacement Housing Payment for Negative Equity is now in effect through December 31, 2018. This waiver supersedes a waiver previously issued December 11, 2014.

Due to the current negative housing situation, many homeowners are finding themselves “upside down” on their mortgage. A Temporary Waiver of Methodology for Calculating Replacement Housing Payment for Negative Equity may be applied when a homeowner is being relocated as a result of a project but the just compensation from the appraisal is not enough to satisfy the homeowner’s loan balance.

When implementing this waiver, an administrative increase is included to cover the remaining mortgage amount when determining the RHP. This is in addition to the just compensation and RHP amounts.

**The following is an example (from the FHWA website):**

An owner owes \$200,000 on the mortgage for a home purchased 3 years ago<sup>1</sup>. The real estate market has rapidly declined over the last several months. The State DOT needs the property for a project, appraises the property and presents the owner a written offer in the amount of \$150,000. The State DOT finds a comparable replacement dwelling on the market for \$170,000 because of the market decline. The price differential payment eligibility is \$20,000. The owner and State DOT agree to a settlement of \$200,000 for the purchase of the property. Normally the \$20,000 price differential eligibility is zeroed, per the regulations, because the appropriately justified \$50,000 administrative settlement exceeds the price differential eligibility. However, this waiver allows the State DOT to pay \$200,000 to the owner to acquire the property and allows the owner to retain the \$20,000 RHP as a down payment on the comparable, provided the remaining

|                                                                                                                             |                                                                                                                                               |
|-----------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| <b>\$170,000-(Comparable Replacement Dwelling)²</b>                                                                         | <b>\$200,000-(Agreement Amount)²</b>                                                                                                          |
| <b>-\$150,000-(Just Compensation Offer)²</b>                                                                                | <b>-\$150,000-(Just Compensation Offer)²</b>                                                                                                  |
| <b>\$20,000-(RHP Eligibility)²</b>                                                                                          | <b>\$50,000-(Increase Administrative Settlement)²</b>                                                                                         |
| <b>Normal RHP Payment Determination²</b>                                                                                    | <b>Waiver RHP Payment Determination²</b>                                                                                                      |
| <b>\$50,000-(Increase Administrative Settlement)-is greater than the (RHP Eligibility)-resulting in a \$0 RHP Payment.²</b> | <b>\$50,000-(Increase Administrative Settlement)-is greater than the \$20,000-(RHP Eligibility)-so waiver allows a \$20,000 RHP Payment.²</b> |

Please reference the following link for more specific terms and application of the waiver:

[http://www.fhwa.dot.gov/real\\_estate/uniform\\_act/relocation/tempwaiv16.cfm](http://www.fhwa.dot.gov/real_estate/uniform_act/relocation/tempwaiv16.cfm)

Please contact us with any questions:

Anne Regan: [aregan@thcinc.net](mailto:aregan@thcinc.net)

Stephanie Bloch: [stephaniebloch@telics.com](mailto:stephaniebloch@telics.com)

**JUNE 11 - 14, 2017**



**IRWA**

EDUCATION CONFERENCE  
ANCHORAGE, AK 2017

**Locations:**  
Anchorage Dena'ina Center  
600 W. Seventh Avenue  
Anchorage, AK 99501  
Phone: (907) 263-2850

Anchorage Egan Center  
555 W. Fifth Avenue  
Anchorage, AK 99501  
Phone: (907) 263-2800

## Online Registration Now Open!

| Registration Deadlines         | By March 10 | March 11 - April 28 | After April 28 |
|--------------------------------|-------------|---------------------|----------------|
| Member - Full Registration     | \$525       | \$625               | \$700          |
| Non-Member - Full Registration | \$625       | \$725               | \$800          |
| Daily Registration (per day)   | \$225       | \$250               | \$275          |
| Companion                      | \$250       | \$250               | \$300          |

\*Young Professionals 35 and under get a 20% discount on registration fees

\*All rates are listed in U.S. dollars

### Full Registration Package includes:

- Educational breakout sessions (Monday - Wednesday)
- Opening Ceremony/General Session (Sunday)
- Networking Welcome Reception (Sunday)
- Awards Luncheon (Monday)
- SR/WA Recognition Breakfast (Tuesday)
- Installation Reception/Banquet/Dance (Wednesday)
- Meeting Breaks (Monday - Wednesday)
- Continental Breakfasts (Monday & Wednesday)
- IRWA Expo (Sunday & Monday)

### Companion Registration Package includes:

- Opening Ceremony/General Session (Sunday)
- Networking Welcome Reception (Sunday)
- Awards Luncheon (Monday)
- SR/WA Recognition Breakfast (Tuesday)
- Installation Reception/Banquet/Dance (Wednesday)
- Continental Breakfasts (Monday & Wednesday)
- IRWA Expo (Sunday & Monday)

### Daily Registration Package includes:

- Educational Breakout Sessions
- Continental breakfasts and meeting breaks
- IRWA Expo
- Sunday daily registration includes Opening Ceremony/General Session and Networking Welcome Reception
- Monday registration includes the Awards Luncheon (Note: A One day conference registration for Monday does NOT include the Monday Night Event).
- Tuesday registration includes the SR/WA Recognition Breakfast (Note: A One day conference registration for Tuesday does NOT include the Tuesday International Luncheon).
- Wednesday registration includes the Board of Directors' Meeting (Note: A One day conference registration for Wednesday does NOT include the Installation Reception/Banquet/Dance).

Visit the [Conference Website](#) today for more details!

For questions, please contact Jade Meador, Director of Events, at [meador@irwaonline.org](mailto:meador@irwaonline.org)



**June 11 - 14**

**#IRWA2017**

**June 11-14, 2017**



***Hotel Blocks Now Open for 63rd Annual  
IRWA Education Conference in Anchorage, AK!***

**LIST OF CONTRACTED HOTELS:**



**Hilton Anchorage**

500 W. 3rd Ave., Anchorage, AK 99501  
(907) 272-7411

Rates start at **\$215.00** per night  
Book [here](#) from now until May 15, 2017!



**Marriott Anchorage Downtown**

820 W. 7th Ave., Anchorage, AK 99501  
(907) 279-8000

Rates start at **\$269.00** per night  
Book [here](#) from now until May 11, 2017!



**Hotel Captain Cook Anchorage**

939 W. 5th Ave., Anchorage, AK 99501  
(907) 276-6000

Rates start at **\$280.00** per night  
Book [here](#) from now until May 11, 2017!

\*Online registration for the IRWA Conference will be open starting Wednesday, October 12!

For questions, please contact Jade Meador, Director of Events, at [meador@irwaonline.org](mailto:meador@irwaonline.org)





# UPCOMING EVENTS

*Save these dates!*



|             | Winter Seminar Q1                        | Region 6 Spring Forum                 | Spring Seminar Q2                     | Annual Chapter 31 BOD Meeting    | International Conference                    | Summer Seminar Q3                     | Region 6 Fall Forum                | Fall Seminar Q4                       |
|-------------|------------------------------------------|---------------------------------------|---------------------------------------|----------------------------------|---------------------------------------------|---------------------------------------|------------------------------------|---------------------------------------|
| <b>2017</b> | <b>Columbia, SC</b><br>Feb. 24, 2017     | <b>Georgia</b><br>April 2017          | <b>Raleigh, NC</b><br>April 28, 2017  | <b>Charlotte, NC</b><br>May 2017 | <b>Anchorage, AK</b><br>June 11-14, 2017    | <b>Charlotte, NC</b><br>August 2017   | <b>TBD</b>                         | <b>Charleston, SC</b><br>October 2017 |
| <b>2018</b> | <b>Wilmington, NC</b><br>Feb. 24, 2018   | <b>Myrtle Beach, SC</b><br>April 2018 | <b>Myrtle Beach, SC</b><br>April 2018 | <b>Charlotte, NC</b><br>May 2018 | <b>Edmonton, AB</b><br>June 24-27, 2018     | <b>Greenville SC</b><br>August 2018   | <b>Savannah, GA</b><br>August 2018 | <b>Charleston, SC</b><br>October 2018 |
| <b>2019</b> | <b>Greensboro, NC</b><br>Feb. 24, 2019   | <b>TBD</b>                            | <b>Columbia, SC</b><br>April 2019     | <b>Charlotte, NC</b><br>May 2019 | <b>Portland, OR</b><br>June 9-12, 2019      | <b>Asheville, NC</b><br>August 2019   | <b>TBD</b>                         | <b>Charleston, SC</b><br>October 2019 |
| <b>2020</b> | <b>Myrtle Beach, SC</b><br>Feb. 24, 2020 | <b>TBD</b>                            | <b>Raleigh, NC</b><br>April 2020      | <b>TBD</b>                       | <b>Minneapolis, MC</b><br>June 21-24, 2020  | <b>Waynesville, NC</b><br>August 2020 | <b>TBD</b>                         | <b>Charleston, SC</b><br>October 2020 |
| <b>2021</b> | <b>TBD</b>                               | <b>TBD</b>                            | <b>TBD</b>                            | <b>TBD</b>                       | <b>San Antonio, Ottawa</b> June 24-27, 2021 | <b>TBD</b>                            | <b>TBD</b>                         | <b>TBD</b>                            |

## IMPORTANT DATES FOR SPRING 2017 NEWSLETTER

Newsletter Advertisements due **March 14**  
 Payment for Advertisements due by **March 21**  
 Newsletter Contributions due by **March 21**  
 Newsletter will be posted by **March 28**

Send your newsletter contributions to Laura Stoddart  
 Email: [lstoddart@nxnwconsulting.com](mailto:lstoddart@nxnwconsulting.com)

Advertising in the IRWA newsletter is a great way to  
 share information!

### PRICES

Whole Page—\$250

Half Page—\$150

Quarter Page—\$75

Eighth Page—\$40

Payments for advertisements are sent to the Treasurer.

Anthony Alderman  
 260 Union Square NW  
 Suite 206  
 Hickory, NC 28601