

The Carolinas' Courier

WINTER SEMINAR Hilton Garden Inn February 27 & 28, 2020



President John Palmer

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Address:
4620 S Miami Blvd, Durham, NC 27703
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919-941-6066

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WINTER SEMINAR—AGENDA

FEBRUARY 27 & 28, 2020

Accommodations



4620 South Miami Blvd • Durham, NC 27703
919-941-6066 • www.hiltongardeninn.com

\$119 per night
(includes breakfast)
RESERVE BY FEB. 2ND, 2020

Thursday, February 27, 2020

Course C403—Easement Valuation-1 day class

- Hilton Garden Inn, 4620 South Miami Blvd, Durham, NC 27703

6:00 pm—9:00 pm

Winter Social and Networking Event—TW Alexander Room-Hilton Garden Inn

Friday, February 28, 2020

7:30 am—8:00 am

Registration

8:00 am—8:30 am

Welcome/Announcement/Sponsor Introductions

8:30 am—8:40 am

Break

8:40 am—9:30 am

“Unique Appraisal Challenges in Asheville’s River Arts District” - Anthony Alderman, North by Northwest

9:30 am—9:40 am

Break

9:40 am—10:30 am

Michael Crook - Parker Poe - “Condemnation in North Carolina: DOT, Government, and Utilities”

10:30 am—10:40 am

Break

10:40 am—11:30 am

Bill Sandifer - RDU Airport “State of RDU and Implementation of Vision 2040.”

11:30 am—11:40 am

Break

11:40 am—12:30 pm

Mike Parker - Cheshire & Parker - “Electric Membership Cooperatives, who, where and how they serve.”

12:30 pm—1:20 pm

Lunch-On site

1:20 pm—2:30 pm

IRWA Chapter 31 Business Meeting (Everyone encouraged to attend)

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Smith Anderson has grown to become the largest business and litigation law firm headquartered in North Carolina's world-renowned Research Triangle region. We provide a full range of legal services to a diverse group of regional, national and international companies ranging in size from large public companies to emerging growth businesses. Over 100 years of practicing law has grounded our firm's culture and provided us the insight necessary to help our clients succeed. Visit SmithLaw.com for more information.

Six Fun Facts:

- ⇒ In 2017, Smith Anderson advised clients in more than 300 transactions representing more than \$11 billion in value, including real estate development and construction; mergers, acquisitions and public offerings; debt finance, private equity and mezzanine finance; life sciences, health care, technology and intellectual property; venture capital and angel financings.
- ⇒ Smith Anderson received the Award for Excellence and Innovation at the 2017 Southeast Region Federal Construction, Infrastructure & Environmental Summit. The award recognizes exceptional service, meritorious achievement and conspicuous innovation in the federal construction, infrastructure, energy and environmental marketplace.
- ⇒ Smith Anderson is listed as a leading law firm for Real Estate law in the 2018 *Chambers USA: America's Leading Lawyers for Business* guide.
- ⇒ Smith Anderson is the exclusive Ally Law member in North Carolina. Ally Law is a prestigious global network of business law firms which provides our clients with access to extensive U.S. and global legal services in more than 40 countries and 100+ business centers worldwide.
- ⇒ Approximately one-third of our lawyers previously practiced at some of the most prestigious national and international firms, and our associates are top students recruited from leading law schools. The breadth of knowledge and experience of our attorneys positions us well to handle even the most complicated and sophisticated business and litigation legal matters.
- ⇒ In 2017, Smith Anderson advised on over 100 real estate and construction matters totaling more than \$2 billion, including representing GlaxoSmithKline LLC in the sale and partial leaseback of its RTP campus.

SECRETARY'S REPORT

By Lisa Norris

The Winter Seminar and business meeting were held on October 11, 2019 at the Charleston Harbor Resort & Marina, Charleston, SC and was well attended. The meeting was called to order by President John Palmer, at 8:06 am. Attendees were welcomed and announcements were made.

Thank you to our Platinum Sponsor's: Smith Anderson, Integra Realty Resource, North By Northwest Consulting, and THC.

Minutes from the Summer Seminar held on August 16, 2019, Hyatt Place, Columbus, SC were presented and approved.

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

OLD BUSINESS -

Historical documents have been transferred to Paul McMahan.

Location of Winter Seminar

NEW BUSINESS-

Prevention of Fraud – National recommendations for issuance of checks.

Removal of Officer's email addresses from Chapter's website.

Business Meeting at Summer Seminar adjourned at 1:50 pm.

REMINDER- Business meetings are open to all Chapter Members! You don't need to be an officer or committee chairperson to attend. Please consider staying for the next business meeting in Durham, NC to learn more out your Chapter!

Respectfully submitted,

Lisa Norris

Secretary, IRWA Carolinas Chapter 31

MEMBERSHIP COMMITTEE REPORT

By Kevin Muldowney

During the period between October 1, 2019 thru December 31, 2019, fifteen (15) new membership applications were processed and communicated as approved to IRWA HQ.

4th Quarter New Members

Russell Hawke, Carolina Land Acquisitions, Inc.
Mark Attaway
Andrea Grifo, Percheron, LLC
Samuel Bryan, Integra Realty Resources
Joshua Frey, Professional Land Management, LLC
Haywood Newkirk
John Roberts, Ground Truth Soil Consulting, PLLC
Erin Hogge, North By Northwest Consulting
Natalie Lathan, North By Northwest Consulting
Kathy McSwain, North By Northwest Consulting
Elisabeth Northcutt, North By Northwest Consulting
Craig Garrett, Duke Energy
William Coracy, Southeastern Land Company
Lorick Fleming, Duke Energy
Stephen Lord, Duke Energy

Quarter		New Members
First		8
Second		9
Third		8
Fourth		15
Transfer In		3
Transfer Out		0
Total New		43

TOTAL CH 31 MEMBERSHIP

304

Submitted by:

Kevin M. Muldowney,

Membership Committee Chair

Treasurer's Report

Neil Burleson

nburleson@thcinc.net

As of Dates: 1st QTR 2020

Profit and Loss	
Income	\$19,270.08
Expense	\$10,518.47
Net	\$8,751.61

Balance Sheet	
Checking	\$20,399.90
Savings	\$16,531.93
Total	\$36,931.83



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- ◆ Providing appraisal services for highway, utility and rail corridor projects
- ◆ Expert witness testimony and litigation support
- ◆ Clients include state and municipal governments, R/W consulting firms, public utility companies, attorneys and property owners
- ◆ Staff of 48 valuation professionals, including 22 MAIs

Integra Realty Resources is a national real property valuation firm, with a total of 7 office locations under common management in the states of North Carolina, South Carolina, Virginia and Georgia. Each of the offices is led by an MAI with at least 15 years of diversified appraisal experience. Eminent domain services, which include appraisals, right of way cost estimates and litigation support, are provided to a wide range of clients including NCDOT, SCDOT, R/W consulting firms, municipalities, public utility companies, attorneys and property owners. An appraisal staff of 48, including 22 MAIs across a 4-state territory, allows for extensive work sharing between offices. This enables us to provide expedited delivery on larger projects with a compressed schedule. Our office locations include Charlotte, Raleigh, Greensboro, Columbia, Charleston, Richmond and Atlanta.

> Charlotte

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Congratulations!

These Chapter 31 members received achievements in credentialing this past quarter ...

The following activities were processed and recorded by the PDC chair:

November 2019


	Last Name	First Name	Company
RWA Certification	O'Tika	Cherry	Maser Consulting P.A.
SR/WA Recertification	Hennessey	Kevin	Charlotte Douglas International Airport

December 2019

SR/WA Recertification Approval	Taylor	Sandra	NCDOT
RWP Certification	Silverthorn	Karin	Duke Energy
RWA Certification	Johnson	Will	Duke Energy

Respectfully Submitted,

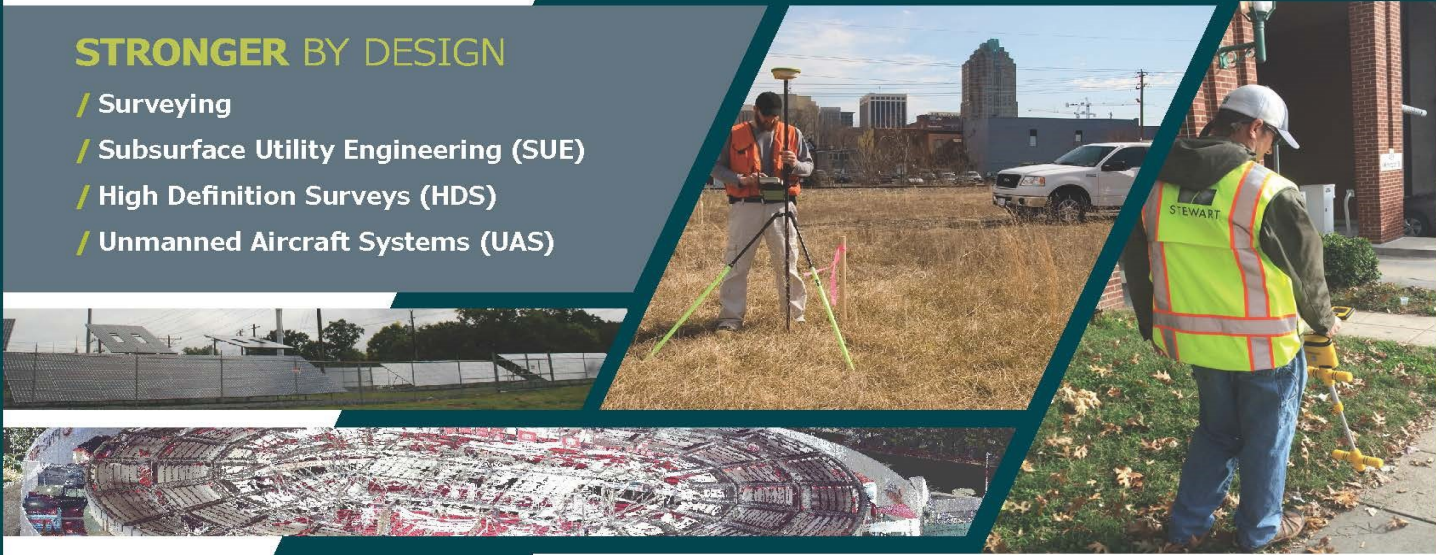
Carol Loyd-PDC Chair



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- / High Definition Surveys (HDS)
- / Unmanned Aircraft Systems (UAS)



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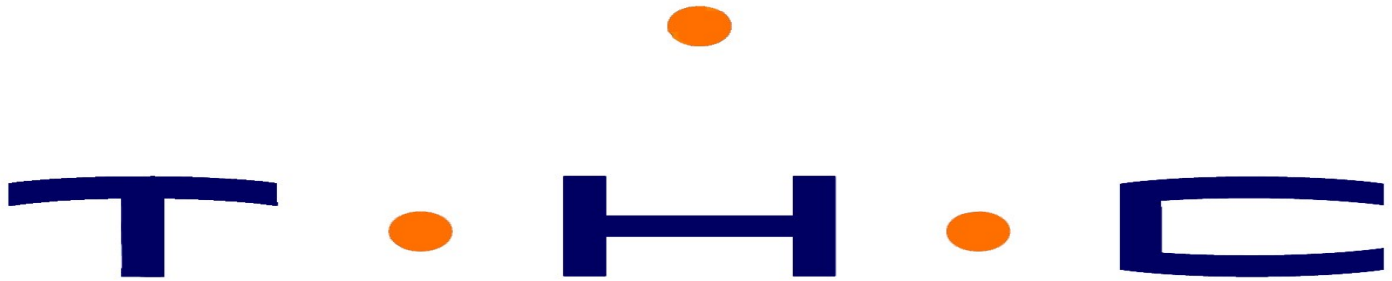
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Improving Your Community

THC, Inc. is a professional program management firm providing right of way land acquisition, relocation and noise mitigation services for airports, highway departments, utility companies, municipalities, governmental agencies and engineering firms around the nation since 1994. Whether you need help acquiring property for roadway expansion, relocating families from a flood-prone area or managing an airport sound insulation program, THC can provide you with professional services to complete your local, state or federally funded project.

The firm's President, Joe A. Carroll, founded THC on the belief in treating clients and property owners with respect and courtesy throughout the noise mitigation, land acquisition and relocation process. Following a servant leadership model, managers support the staff with strong leadership skills, a dedication to their craft and a full commitment to client requests. With more than 25 years of experience, THC has earned a reputation for providing excellent, uncompromising consulting services to clients.

THC's purpose is to "Improve People's Lives" with the ultimate goal of finding common ground in land acquisition and noise mitigation to capture a "win-win" outcome for both the property owner and client.



IRWA COURSES

CLASSROOM BASED

BASIC RIGHT OF WAY DISCIPLINES

100	Principles of Land Acquisition	2 days
102	Elevating Your Ethical Awareness	1 day
105	The Uniform Act Executive Summary	1 day

COMMUNICATION/NEGOTIATIONS

200	Principles of Real Estate Negotiation	2 days
201	Communication in Real Estate Acquisition	3 days
203	Alternative Dispute Resolution	2 days
205	Bargaining Negotiations	2 days
207	Practical Negotiations for U.S. Federal & Federally Assisted Projects	2 days
209	Negotiating Effectively with a Diverse Clientele	2 days
213	Conflict Management	1 day
215	ROW Acquisition for Pipeline Projects	2 days
218	ROW Acquisition for Electrical Transmission Projects	2 days
219	Introduction to Presentation, Instruction and Facilitation	2 days
225	Social Ecology: Listening to Community	1 day
230	Oil/Gas Land Basics & Related Surface Rights Issues	1 day
235	The Canadian Oil & Gas Industry Overview	2 days

MANAGEMENT

303	Managing the Consultant Process	2 days
304	When Public Agencies Collide	1 day

APPRAISAL

400, 400C	Principles of Real Estate Appraisal	2 days
402	Introduction to the Income Capitalization Approach	1 day
403	Easement Valuation	1 day
406A	15-Hour National USPAP Course Uniform Standards of Professional Appraisal Practice	2 days
406B	7-Hour National USPAP Course Uniform Standards of Professional Appraisal Practice	1 day
409	Integrating Appraisal Standards	1 day
410	Reviewing Appraisals in Eminent Domain	1 day
417	The Valuation of Environmentally Contaminated Real Estate	2 days
421, 421C	The Valuation of Partial Acquisitions	4 days
431	Problems in the Valuation of Partial Acquisitions	1 day

RELOCATION ASSISTANCE

501	Residential Relocation Assistance	2 days
502	Non-Residential Relocation Assistance	2 days
503	Mobile Home Relocation	1 day
504	Computing Replacement Housing Payments	2 days
505	Advanced Residential Relocation Assistance	1 day
506	Advanced Business Relocation Assistance	2 days

ENVIRONMENT

600, 600C	Environmental Awareness	1 day
603, 603C	Understanding Environmental Contamination in Real Estate	1 day
604	Environmental Due Diligence and Liability	1 day
606, 606C	Project Development and the Environmental Process	1 day

PROPERTY/ASSET MANAGEMENT

700	Introduction to Property Management	2 days
701	Property/Asset Management: Leasing	2 days
703	Real Property/Asset Management	1 day

REAL ESTATE LAW

800, 800C	Principles of Real Estate Law	2 days
801	United States Land Titles	2 days
801C	Canadian Land Titles	2 days
802, 802C	Legal Aspects of Easements	1 day
803	Eminent Domain Law Basics for Right of Way Professionals	2 days
803C	Expropriation Law Basics for Right of Way Professionals	2 days
804	Skills of Expert Testimony	1 day

ENGINEERING

900, 900C	Principles of Real Estate Engineering	2 days
901	Engineering Plan Development and Application	1 day
902	Property Descriptions	1 day

SR/WA REVIEW STUDY SESSION

SR/WA: SR/WA Review Study Session	3 days
SR/WAC: SR/WA Review Study Session (Canadian)	3 days

ONLINE

BASIC RIGHT OF WAY DISCIPLINES

100	Principles of Land Acquisition
103	Ethics and the Right of Way Profession
104	Standards of Practice for the Right of Way Professional
105	The Uniform Act Executive Summary

COMMUNICATION/NEGOTIATIONS

Global I	International Real Estate
Global II	International Real Estate
200	Principles of Real Estate Negotiation
203	Alternative Dispute Resolution
205	Bargaining Negotiations
213	Conflict Management

MANAGEMENT

303	Managing the Consultant Process
304	When Public Agencies Collide

APPRAISAL

400	Principles of Real Estate Appraisal
402	Introduction to the Income Capitalization Approach
403	Easement Valuation
406A	15-Hour National USPAP Course Uniform Standards of Professional Appraisal Practice (<i>McKissock is the provider of The Appraisal Foundation's official online USPAP course.</i>)
406B	7-Hour National USPAP Course Uniform Standards of Professional Appraisal Practice (<i>McKissock is the provider of The Appraisal Foundation's official online USPAP course.</i>)
411	Appraisal Concepts for the Negotiator

RELOCATION ASSISTANCE

503	Mobile Home Relocation
507	Specialized Nonresidential Payments
520	Special Topics in Replacement Housing
521	Nonresidential Fixed Payments

ENVIRONMENT

600	Environmental Awareness
606, 606C	Project Development and the Environmental Process

PROPERTY/ASSET MANAGEMENT

700	Introduction to Property Management
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REAL ESTATE LAW

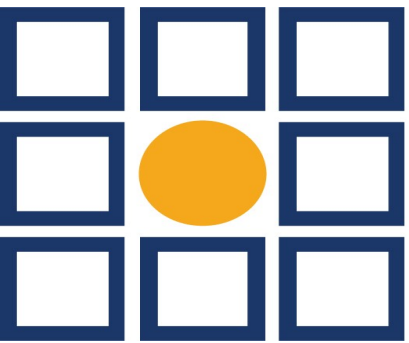
800	Principles of Real Estate Law
801	United States Land Titles
802	Legal Aspects of Easements

ENGINEERING

900	Principles of Real Estate Engineering
903	IKT/IRWA Underground Infrastructure Panorama

For descriptions and to find a class, visit www.irwaonline.org.





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Merrick & Company (Merrick) is an employee-owned, multidiscipline surveying, photogrammetry and engineering firm serving a diverse range of private companies and public agencies. Founded in 1955, Merrick initially provided surveying and engineering services to the municipal and electric utility industry. Throughout the years, the company expanded its capabilities to include photogrammetry, LiDAR, digital imagery, geospatial analysis, engineering, architecture, and project management services for clients in many industries. Merrick has the engineering and surveying capabilities and experience to service the entire power market and supply chain including; generation, transmission, and distribution.





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- Appraisal, appraisal review and market data studies
- Project controls
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- Utility relocation
- Land, asset and property management
- Prior rights studies/historical research
- Route alignment and economic feasibility studies
- Litigation support
- Custom database design, implementation and management



Want To Share Some News???—Chapter 31 is seeking articles for our quarterly newsletter and welcomes new and interesting information. If you have something that would be of interest to our chapter, please submit!

Send submissions to Wendi @ Wendi.McCrain@duke-energy.com





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If anyone is interested,
please contact Julie McDonald
for further information about the
different levels of sponsorships available.

Julie McDonald (704)-201-8898 jmcdonald@tidemarkland.com



Chapter 31 - Officers & Committees

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Lisa Norris
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International Director (1 year):

Anthony Alderman, MRICS
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Service Committees & Chairs

- Education Benita Harrington—Benita.harrington@duke-energy.com
- Membership Kevin Muldowney—kmmuldowney@VaughnMelton.com
- Professional Dev. Carol Loyd—carol.loyd@duke-energy.com
- Nomination/Elec. Larry Wright—larrywright@charter.net
- Young Professionals Benita Harrington—Benita.harrington@duke-energy.com
- Transportation Frank Mundy—FMundy@stewartinc.com
- Electric & Utilities Glenn Winfree—Glenn.winfree@duke-energy.com
- Oil & Gas Pipeline Paul McMahan—pmcmahan@gcpa.net
- Sponsorship Julie McDonald—jmcdonald@tidemarkland.com
- Newsletter Wendi McCrain—Wendi.Mccrain@duke-energy.com
- Website Anthony Alderman—anthony@nxnwconsulting.com



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CHAPTER 31 QUARTERLY SEMINAR SCHEDULE

	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)
2016	Greenville, SC February 19, 2016	Nashville, TN April 16, 2016	Hickory, NC April 22, 2016	Charlotte, NC May 2016	Nashville, TN June 12-15, 2016	Asheville, NC August 19, 2016	Charleston, SC October 28-29, 2016	Charleston, SC October 28, 2016
2017	Columbia, SC February 2017	Ft. Myers, FL May 5, 2017	Raleigh, NC April 2017	Charlotte, NC May 9, 2017	Anchorage, AK June 11-14, 2017	Charlotte, NC August 24-25, 2017	Gulf Shores, AL October 12-13	Charleston, SC October 19-20, 2017
2018	Greensboro, NC February 8-9, 2018	Myrtle Beach, SC April 7, 2018	Myrtle Beach, SC April 12-13, 2018	Charlotte, NC May 4, 2018	Edmonton, AB June 24-27, 2018	Asheville, NC August 9-10, 2018	Savannah, GA October 2018	Charleston, SC October 25-26, 2018
2019	Wilmington, NC February 2019	TBD	Columbia, SC April 2019	Charlotte, NC May 2019	Portland, OR June 9-12, 2019	Greenville, SC August 2019	TBD	Charleston, SC October 2019
2020	Myrtle Beach, SC February 2020	TBD	Raleigh, NC April 2020	TBD	Minneapolis, MN June 21-24, 2020	Waynesville, NC August 2020	TBD	Charleston, SC October 2020
2021	TBD	TBD	TBD	TBD	San Antonio, TX June 2021	TBD	TBD	TBD
2022	TBD	TBD	TBD	TBD	Cleveland, OH June 2022	TBD	TBD	TBD



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Summer Seminar –A Look Back

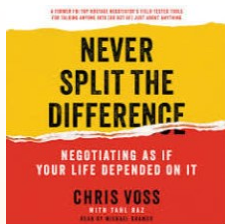
Chapter 31 Meeting RECAP-August 16, 2019

Speaker: Wendi McCrain-Distribution Right of Way, Asheville, NC-Duke Energy

Topic: *Never Split The Difference-Negotiating As If Your Life Depended On It-by Chris Voss*

In her presentation, Mrs. McCrain spoke about the popular negotiation book by Chris Voss and how to utilize the techniques in our work and personal life.

- ◆ Establish a **rapport** and have a dialogue with our counterpart. Always master your **listening skills**. Focus on what the other party is saying.
- ◆ Don't ever **rush** to a resolution.
- ◆ Utilize 3 different types of voices in a dialogue: Positive/playful voice, Late-night FM DJ voice, and an assertive voice.
- ◆ **Silences** and **pauses** can be very effective for emphasis and encourages the other party to talk freely. Use phrases such as "Yes, "Ok", "I see" to show that you are listening.
- ◆ **Repeat** the last 3 words someone has said-this is called **Mirroring**.
- ◆ Always **show empathy and build trust** with the other party. It is all about putting yourself in their shoes and understanding them. Validate their feelings.
- ◆ The sweetest 2 words in any negotiation: "**That's Right**". Get the other party to buy into what you are saying.
- ◆ Always learn to translate subtle cues. **7% of a message is based on words, 38% comes from the tone of voice, and 55% comes from the speaker's body language and face.**



Chris Voss is a former FBI hostage negotiator, the CEO of the Black Swan Group Ltd, and co-author of the book, Never Split The Difference. He is an adjunct Professor at Georgetown University's McDonough School of Business and a lecturer at the Marshall School of Business at University of Southern California.



Chapter 40 2020 RIGHT of WAY SYMPOSIUM

Schedule of Activities:

April 24, 2020:

**8am – 5pm: Chapter 40 Right of Way Symposium
(\$100 early bird before March 2, 2020)**

Please send payment to irwachapter40@gmail.com via PayPal or contact Matt Harris at mdharris@mdot.ms.gov / 601-946-7459 for alternative payment methods.

April 25, 2020 Spring Forum – (No charge, but RSVP is requested)

8am – 5pm: [Forum RSVP](#)

Where

Forum and Symposium will be onsite at;

Courtyard Jackson Airport/Pearl

415 Riverwind Drive Pearl, Mississippi 39208

\$99/night *Block held until April 2, 2020

[Book your group rate for IRWA Region 6](#)

Speakers

Marshall Wainright-FHWA LEAD REALTY SPECIALIST

Don Drake-MDOT-ROW ADMINISTRATOR-OPERATIONS

Doug Downing-MDOT-ROW ASSISTANT DIVISION

ADMINISTRATOR Sharon Willis-MDOT=ROW LPA COORDINATOR

Dan B. Smith-SPECIAL ASSISTANT ATTORNEY GENERAL

Renee Rupp-ST-DOMINIC HOSPITAL-ORNISH DIETITIAN

Lillie Minor-MDOT-PROPERTY DISPOSAL COORDINATOR

Ramon Tate-US ARMY CORP OF ENGINEERS, CHIEF APPRAISER

Randy Watkins-COOPERATIVE ENERGY-LAND MANAGER

Lee Frederick-MDOT-STATE LPA DIVISION ENGINEER

Kyle Jones-MDOT-ROW SENIOR ATTORNEY

Questions? Contact Matt Harris at mdharris@mdot.ms.gov / 601-946-7459 or

John Murray at jmurray@mdot.ms.gov / 601-946-7198

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