

**Right of Way Consultants Council
Membership Meeting
Mandalay Bay, Las Vegas
April 4, 2015**

The meeting was called to order by Faith Roland, Board Chair at 9:03 AM.

Board members present were Faith Roland, Roland Resources, Kerry Malone, Contract Land Staff, Jerry Colburn, Overland, Pacific & Cutler, Inc., Doug Benson, Universal Field Services, and Cash Diel, Willbros. Jim Walker was also in attendance. Members and guests present were Elaine Lipon, Coates Field Services, Justin Lyon, Percheron Field Services, Kyle Driscoll, American Appraisal Associates, Steve Benson, Universal Field Services, Jim Overcamp, Epic Land Solutions, Norm Henenberg, Paragon Partners, David Martin, Contract Land Staff, Mike Williams, HDR, Sue Cope, Clark Land Resources, and Kinnon Williams, Inslee Best.

Introductions

Everyone present introduced themselves.

Chair Report

Faith reported that American Appraisal, Hamner, Jewell & Associates, and THC, Inc. have been approved by the Board as members. WELCOME!

Minutes

Norm moved that the minutes of June 23, 2014, be approved; seconded by Kerry. Approved

Presentations

Doug Martin, JD, Contract Land Staff: Falling Oil Prices: The Impact of the Right of Way Industry. His presentation was followed by Q&A. His presentation will be posted in the Members Only section of the ROWCC website.

Kinnon Williams, JD, Inslee, Best, Doezie and Ryder: Emerging Contract Provisions & Why you Should Care.

His presentation will be posted in the Members Only section of the ROWCC website.

Presentations were followed with questions, answers and discussion by the group.

Kinnon volunteered to write an article for the IRWA magazine on: Ten Things You Can't Live Without in a RoW Contract.

Kyle volunteered to have his editorial staff review and proof the article.

Sponsorship, Dues, and meeting costs

Faith reviewed our discussions at the Board meeting regarding the need for additional revenue to remain a viable association.

Dues. We will review a dues increase at the June, 2015 meeting to be effective 2016.

Meeting costs. It was suggested that we charge \$100 registration for each attendee at future meetings. Sponsorship. We view Sponsorships as Strategic Resources. We will establish sponsorship levels that allow for in-kind contributions in conjunction with cash participation. There was discussion by the group about the value of sponsorship in reaching our members in a single meeting. If a supplier is providing services to one of our members they have the opportunity to reach us all through sponsorship.

The ROWCC Seal

We reviewed the Board discussion regarding the Seal and it is recapped as follows:

There was discussion about how to market a "ROWCC SEAL" in a similar way that the Better Business Bureau seal communicates trust in members. As a member, you are getting the "ROWCC Seal of Approval". This will give clients and potential clients the assurance that our companies are operating legally. Jerry will work with Jim on developing drawings for a ROWCC seal.

Future Meetings

Everyone was asked to review their calendars and email Jim their availability for the weekend of October 9 or 16.

The meeting was adjourned at 2:25PM.

Minutes respectfully submitted,

Jim Walker
ROWCC Staff