



Right of Way Consultant's Council Meeting Minutes
April 20, 2010
AASHTO, San Diego California

Board Members Present: D. Wade Brown, Chair; Denise Jackson, Treasurer; Steve Benson, Member-at-Large; Lisa Harrison, Member-at-Large; Teri Morgan

Others Present: Faith Roland, Catherine Muth, Charlie Davis, Oscar Rucker, Mark Bilyeu, Don Toner, Kelly Rush, Jerry Colburn, Mike Anders, Dennis Sedlacheck,, Connie Williford and Slay Schlemeyer

The meeting was delayed in beginning because the officers were participating in a presentation to the Directors' Meeting of AASHTO.

The meeting was opened by Wade Brown.

Charlie Davis gave a report on the presentation of the Consultants' Council to the ROW Directors.

Wade asked that each attendee introduce themselves. A signup sheet was passed around and then turned into Wade Brown after the meeting. Several guests were in attendance.

The Treasurer's Report was given by Denise Lucas.

It was announced that the nominations of new officers will be coming up soon. Wade will look at the minutes of past meetings to see when.

Wade will not be at the IRWA meeting in Calgary. He asked that the Vice Chair preside at that meeting. The meeting is scheduled for Monday, June 28th from 10:00 am - 12:00 pm at the Calgary Telus Convention Center. Room name is: Telus 107.

The reading of the minutes was deferred until the next meeting.

Lisa wants to go on record that she likes the new web sites.

Anyone from member firms can be added to the notifications of new information on the website.

Old Business:

AASHTO Audit Guidelines - Steve Benson said that he had just been through a difficult audit with the state of Arizona. Cathy reported some new information on the AASHTO Audit Guidelines. She has

recently learned from the consulting firm PSMJ that they have access to three salary surveys that can be sliced and diced by company size and type of client (i.e., government clients). Using these surveys, the Executive Salaries are considerably higher than the surveys that I had used in the last meeting. The CC may wish to invite PSMJ to a future meeting on this topic and/or pay for the three surveys mentioned. One is from PSMJ and the other two are from their major competitors. Cathy also reported that PSMJ says there will be some definite benefits to us from the AASHTO Audit Guidelines. The benefit they mentioned is that the audit guidelines require that all states accept the audit from the state of nexus of a company. In the case of O. R. Colan Associates, this state will be North Carolina. In the past we were required to have overhead audits in several states including Florida, Arizona and Virginia. In the future, all states will be required to accept the overhead as audited by the state of nexus. As Steve Benson reported, Arizona has always been a particularly difficult state in terms of audit process. The new guidelines will reduce the cost of multiple audits.

New Business

The topic chosen for the upcoming Consultant's Roundtable for the IRWA magazine is "Why is reauthorizing the Surface Transportation Bill so vital to the right of way industry and what are ideas for revenue streams to finance the bill?" Wade invited several members who have not yet contributed an article to write on this topic and he is waiting for acceptance. This is a topic Cathy encouraged members to get out to as many people in the industry as possible to write their congressman. It was suggested to get on IRWA Facebook page and get IRWA members this message. Wade said he would have the Council join Facebook and post a message to their page to encourage members about this.

Wade reminded that an agenda item for next meeting in Calgary should be continued discussion on the Professional Standards acceptance or not that was proposed and to list accomplishments for the past year so it can be included with dues renewal.

Things are moving forward with a right of way firm TXDOT Liaison Committee.

Wade is working on a draft of a survey to be sent with the upcoming dues renewal. He will present it to the Board for review and approval.

Discussion took place on which Board member's terms are coming up. The old website listed the terms of each of the Board Members but the webmaster cannot access that site. Wade believes that he Denise and Ray are those whose terms are about to expire but some additional research will be done. Once this is confirmed Wade will send out a request for nominations.

Teri Morgan let everyone know that she is working with Randy Williams to plan the traditional Consultant Event at the IRWA International Educational Conference in Calgary this June and will be contacting everyone to see if they would like to participate. The costs will be \$500.00 to be a sponsor of the event. The event will take place on Monday night after the auction. There will be a DJ and each Consultant participating will receive free drink tickets to hand out. It was brought up that in the past having the event after the auction did not seem to work because a lot of people leave right after the auction and there has not been a good group left to network with for the consultants. Faith Roland offered to talk to International and see if they would allow the sponsoring consultants start giving out

the drink tickets sooner in the program. Faith and Teri agreed to discuss with Randy Williams and International a new approach to the event so as to get more exposure for the sponsoring consultants. Faith mentioned that maybe the Consultant Council might like to participate or make a donation to the IRWA Educational Foundation, but there was no official motion made at this time.

Submitted by Cathy Colan Muth for Daryl Knobbe