



INTERNATIONAL RIGHT OF WAY ASSOCIATION

1st Quarter 2010 Update to Region Chairs from International President, Sandy Grigg, SR/WA

Although we are still in the 1st quarter of our new fiscal year, I would like to provide a comprehensive update of IRWA core activities and new initiatives, ramping up communication to Region Chairs.

Membership: In May each year, we drop those members who have not paid their membership dues as of April 30. This year we anticipated losing members, due to the economy, but fell 3% short of our goal of 8339 regular and senior members, with 8069. We are actively analyzing year-end membership data, by region and chapter, looking for trends over the past three years. This information will be shared with our regions and chapters on a quarterly basis, going forward.

We immediately ran a “We want you back!” campaign, with customized letters sent from Torrance to SR/WA, credentialed and general members and recaptured 7% of dropped members with that campaign. We are also rolling out a formal, new member acquisition campaign to our chapters at the end of August, built by a task force of chapter membership chairs, to reach into the profession for new members. We have commissioned a subgroup of the International Communications and Marketing Committee to look at membership tiers and criteria, with a goal of removing barriers to entry for public agencies.

Education: We conducted 406 classroom courses this past fiscal year, with 7,411 participants, exceeding our planned budget. We were very pleased with this level of activity, given the volatile year the industry has experienced. Education staff has been tracking error rates as of January, 2009 and of the 207 classes held from January 2009 through June 2009 there was only one class that had a significant delivery error which impacted the chapter and participants, thanks to our new fulfillment partner, Crestec.

We continue to bring new courses online, with a priority of making our core courses available to members by next spring. We have also expanded offerings for recertification coursework dramatically, through our online learning partner, the Business Training Library. The number of online participants continues to increase and we expect strong growth in the future.

Credentialing: As of June 30 we have 1888 SR/WAs and 795 R/W certified members, for a total of 2683; representing one third of all regular and senior members certified or designated. Credentialing is the engine of the IRWA and we will continue to develop and integrate the new four level IRWA career path, helping right of way professionals build and advance in their careers.

Our new Uniform Relocation Act Certification is coming together nicely and an overview document will be circulated in September for the program. The capstone exam is currently being beta tested and more than fifty members have already declared their candidacy for the credential.

Partners and Outreach: We made a concerted effort last fall and again this past spring, to partner with other related associations and position the IRWA as the central authority for the right of way profession. We met with both the American Association of Petroleum Landmen (AAPL) and the Canadian Association of Petroleum Landmen (CAPL), with the CAPL meeting resulting in joint promotion of membership, education and credentialing, for both organizations. And thanks to the leadership of Chapter 48, Calgary, AB, CAPL will sponsor a key session at our 2010 Annual Education Conference.

Our relationships with our federal partners continue to deepen and we made a point of meeting with each of our partners, during an annual trip to Washington, DC, in July. The Federal Highway Administration is very pleased with our effort to create a Uniform Relocation Act Certification and has encouraged us to focus on the three priorities driving all related agencies this year, Sustainable Communities, Green Infrastructure and Transit Oriented Development. We are currently considering a request from the Federal Highway Association to accompany them for a three-day meeting with a key note presentation to leading right of way officials in Australia and New Zealand, plus initial work with Chinese government officials, when they visit the FHWA in Washington, DC, later this fall. Meetings with the Federal Transit Agency, Federal Aviation Administration, Housing and Urban Development and the U.S. Army Corps of Engineers all centered on the same agenda and we made particular progress with HUD, recruiting new Deputy Secretary, Ron Sims as the opening speaker for the 2010 FAU and gaining a commitment to sign a memo of understanding. We also worked with USACE to recruit Head of Real Estate, Scott Whiteford as a presenter at our Federal Agency Update.

During our Annual Education Conference in Indianapolis, in addition to meeting with each of our federal partner agencies in attendance, the Appraisal Institute and the JCCA, we met with a number of potential partners. Corporate Real Estate Women have 8,000 members in North America, with no formal education provider and agreed to present a session at FAU, in addition to inviting us to attend their annual meeting. We also met with the Association of Farm Managers and Rural Appraisers (ASFMRA) during Conference and as a result, our Austin Chapter will pilot a partnership opportunity and ASFMRA's Yellowbook course at the end of September, driving IRWA participants to the course, in exchange for their member rate, providing \$100 per participant back to the Austin Chapter. We also met with the Compulsory Purchase Association of the U.K., representatives from the Ugandan Electric Utility Company, the Korean Appraisal Association and ARAMCO, all of whom intend to participate more strongly in future IRWA meetings and are interested in building a liaison relationship with the association.

Our last meeting at Conference was with the Thailand Appraisal Foundation, a long-time liaison partner and Conference attendee, but a group we had never met with before. During our meeting, their representative requested that we assemble a month-long program of education for up to 40 of their qualified members, to provide course work toward one or more IRWA certifications. We also arranged for the Thai delegation to visit the State of Indiana's Real Estate Group, attached to the Attorney General's Office.

Our partnership with the Appraisal Institute will continue this fiscal year, with the 2010 Federal Agency Update. The Appraisal Institute invited us to join their team in May, to meet with FIABCI, the International Real Estate Federation, during their Annual World Congress of Real Estate that took place in Beijing, China. We have been invited to join FIABCI as a principle member, which will give the IRWA access to and promote the association to more than 3,000 potential

members in 64 countries and present an education forum at the next FIABCI World Congress, which will take place in Victoria, BC, Canada. We are also exploring adding our education program to FIABCI University, at their request.

During the Asia trip with the Appraisal Institute, we stopped in Tokyo, for a long overdue reciprocal visit with the Japan Compensation Consultants Association (JCCA). We met with JCCA leadership, to introduce our new online courses and attended a reception during their annual meeting, with 150 members and government officials participating. As a result of this interaction, we made our memo of understanding an evergreen agreement and the JCCA is considering how we might offer IRWA courses to their membership.

Because of heightened interest from a number of potential partners, both domestic and international, we have commissioned the International Communications and Marketing Committee to review our current partnership criteria, with an eye toward developing more opportunities for return on investment, benefiting IRWA members, while increasing the professionalism of our industry. I am happy to share that Past Presidents, Don Marx, Jim Struble and potentially Gordon McNair will be joining Alan Wurtz in that effort.

I hope you enjoy the update and I want you to know I value your partnership. Please contact me directly at sandy.grigg@sympatico.ca, with comments.

Best regards,

A handwritten signature in dark ink, appearing to read 'Sandy Grigg', written in a cursive style.

Sandy Grigg, SR.WA

International President