



**IRWA  
CHAPTER 32  
NEWS & EVENTS  
1Q 2021**

President's Corner

Happy New Year and welcome 2021! As I reflect on the year 2020, I look toward 2021 with great optimism. I realized that human beings are the only entity that acknowledges the change in the calendar. COVID-19 does not realize the year 2020 is over, the virus is not aware that we expect change with the coming of the new year. Essentially, we are in the same place we were a few short days ago. The calendar changed, but did the situation change? No. So, now that we are here in 2021, do we let our hopeful view for improvement, wain? I choose no. I refuse to allow doubt, negativity and unproductive worry rule my thoughts.

We must ask ourselves how do we change the situation; how do we make it better? I have said and often heard, “We are in uncharted waters, the world as we know it has never been here before and there is **no manual.**” The first two parts of that statement are true; however, the third part of that statement could be false. There *is* a manual and we are the author of it each of us, one and all. Each day is a page in that manual, a blank clean sheet of paper and how we address the issues of the day, dictates what we write on that page. Yes, our world has and is changing. The way we conduct our daily business is changing. We now use technology for meetings and conversations from the comfort of our homes (I prefer my truck seat) rather than in person. Would we have embraced this change had we not been forced by our circumstances? Maybe. But probably not as completely or quickly.

My manual is written with many key elements but two that I am focused on this year are EFFORT and INTENT. I often used the word “work” to describe my day but *effort* and *intent* are a much better choice of words to convey my actions. Effort, to me, means that a task receives my best, regardless of pain, cost or implication. Intent, to me, means to do with purpose, energy, direction and effort. I believe if we apply effort and intent in our work we and our profession will be viewed in a brighter, better light. What a great opportunity we have been given this past year to refocus our *effort* and *intent*, for the greater good of our profession and each other. How will your manual be written?

I hope to see each of you at our next virtual meeting, Tuesday February 16, 2021 at 6:30 pm CST. We have a special guest speaker, Stephen Roach, MAI, who will be joining us live via ZOOM from San Diego, CA. Stephen is going to present a seminar he wrote a few years ago called “Ten Ways to Lose your Case”. Having Stephen join us may not have been possible had we not embraced the changes of the past year with effort and intent – we now have the opportunity to take advantage of his expertise and I hope you all will join us. Personally, I am thankful for this opportunity to learn from and see my good friend.

Please consider my DARE to you with effort and intent. Educational opportunities are waiting you.

Finally, we are saddened by the passing of our dear friend, the Gentlemen’s Gentleman, Mr. Warren Gepford. When I received the call to be screened for the secretary’s chapter leadership role a few years, it was made with the kind, soft spoken, gentle tone of Warren. I hold that conversation near and dear to my heart. He spoke with great intent and encouraged me to put great effort into my coming adventure, chapter leadership. We had several conversations after that and I always learned something new and enjoyed every moment...even when he was reviewing my work and didn’t really care for my land description as “gently rolling” ... I am honored to have made a few trips around the sun with Mr. Warren Gepford.

Respectfully,

Rhett

**Member Spotlight**

***Joshua Kriner, RWA – One-Year International Director***



Joshua Kriner serves as Project Manager for Croft and Associates, LLC. He is Chapter 32's Immediate Past President.

***Brett Spaulding, MAI, SRA – President Elect***



Brett Spaulding began his appraisal career with Crook and Company in 1995, gaining knowledge and experience in all aspects of the valuation of real estate. Brett found a compelling interest in eminent domain work and specializes in this field of valuation. He currently works for the Tennessee Department of Transportation (Region 2) as a review appraiser. Additionally, he maintains clients through Spaulding Company, LLC (founded in 2002). Brett holds the MAI and SRA designations from the Appraisal Institute and is a candidate for the SR/WA designation from the International Right of Way Association. When not practicing real estate valuation, he enjoys spending time with his wife of 21 years, Tessa. Recreationally, he enjoys hiking, disc golf, and bicycling.

***Robin Upchurch, SR/WA, R/W-RAC – Treasurer***



Robin Upchurch is the President of BNU, LLC, a Right of Way Land Acquisition and Relocation Company. When Robin is not in her role as our IRWA Chapter 32 Treasurer she provides real estate and right of way services to both the private and public sector. She has more than 20 years of experience in the following areas: building and developing teams, servicing Land Acquisition Relocation Programs, Project Management and Survey, Appraisal and Acquisition Coordination Management. She possesses a strong knowledge of real estate principles, requirements of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (49 C.F.R. Part 24), Federal Highway, Transit and Aviation Administration, HUD and several State Department of Transportation Guidelines and practices applied to land acquisition and relocation. When Robin is not working, she loves spending time with her family and friends, gardening and hobby - Jewelry making.

**Member Spotlight - continued**

***Brian Eades, MAI, CCIM – Secretary***



Brian is the Principal of Eades Valuation Group in Signal Mountain, Tennessee. He and his wife Megan (married 23 years) have two children, Turner (18) and Avery (13), and two dogs (Roscoe and Grimmie). He holds both the MAI and CCIM designations. He enjoys working in the eminent domain field of valuation. Hobbies include fishing, hunting, camping, history, and playing guitar and mandolin.

**Membership Directory**

Chapter 32 is compiling a directory that will be sent to each member as a pdf. Please send your current information (name, professional designation(s), address, phone number, business email, professional service(s), primary and secondary market areas, interests/hobbies, and a photo (jpeg)) to [brian@eadesvaluationgroup.com](mailto:brian@eadesvaluationgroup.com) for inclusion in the directory.

**Members on the Move\***

Congratulations to Daryl L. Lewis, RWA for earning the Right of Way Agent (RWA) certification. Excellent work!

\*Please forward information related to promotions, designation attainment, and professional accomplishments to [brian@eadesvaluationgroup.com](mailto:brian@eadesvaluationgroup.com) for inclusion in future issues.

### Upcoming Meetings

Our next virtual meeting will be held via Zoom on Tuesday, February 16, 2021 at 6:30 CST. The guest speaker will be Mr. Stephen D. Roach, MAI, SRA, AI-GRS, CDEI. A link for the meeting will be sent to the membership. A drawing will be held during the meeting. The lucky winner will receive free tuition to an IRWA class. You must attend the meeting to be eligible.



Stephen D. Roach, MAI, SRA, AI-GRS, CDEI has been an appraiser for over 42 years, and has been a co-owner of Jones, Roach & Caringella, Inc. since 1986. His appraisal assignments have included the valuation of numerous income-producing properties, historical valuations dating back to 1900, numerous partial acquisitions, and other significant and complex assignments throughout the United States. He has extensive deposition and trial testimony experience in matters involving condemnation, construction defects, contract breach, fraud, professional liability, property tax appeal, appraisal methodology, and many other issues. Mr. Roach holds a Bachelor of Science degree in Real Estate from San Diego State University.

Mr. Roach co-wrote the Appraisal Institute's course on Condemnation Appraising and has done extensive curriculum development and oversight for the Appraisal Institute. He has been published twice in *The Appraisal Journal* and twice in the journal of the International Right-of-Way Association. He is a contributing editor to 13 Appraisal Institute books and over 30 courses and seminars. His Appraisal Institute teaching experience includes basic and advanced courses on income capitalization, litigation courses, and over 300 additional courses and seminars that have been presented to over 8,000 participants. He has taught workshops and seminars relating to condemnation law and appraisal practice. In addition to teaching courses throughout the United States, Mr. Roach has presented appraisal courses, seminars, or lectures in Switzerland, Germany, South Korea, Japan, China, and Mexico. Mr. Roach has served as a visiting professor of appraisal theory and practice at the International Center for Land Policy Studies and Training in Taipei, Taiwan since 2004, where his courses have been presented to students from more than 85 countries.

Mr. Roach serves the Appraisal Institute as a member of the Education Committee, a member of the Body of Knowledge Committee, a member of the General Comprehensive Examination Panel, a member of the Editorial Board of the *Appraisal Journal*, and a member of the Finance Committee. He formerly served as chair of the Education Committee, the International Relations Committee, and the Curriculum Subcommittee, and as a Trustee of the Appraisal Institute Education and Relief Foundation. Mr. Roach is also a Principal Member of the Real Estate Counseling Group of America.

Chapter & Region News – ITC Symposium

MARK YOUR CALENDAR – APRIL 1- 2, 2021



**IRWA Region 2, Region 6, Chapter 43 & the International Transportation Committee**

**Presents:**

**The 2021 Transportation Symposium and Spring Forum**

WHEN: April 1 – April 2, 2021

WHERE: Royal Sonesta Hotel – New Orleans

Course 102 – Elevating Your Ethical Awareness – March 31, 2021 (In Person Only)



More information will be forthcoming including room rates, schedule of events, registration (in person and virtual), IRWA Course and sponsorship opportunities.



Please contact Ernie Cochran at [ernie@housmanandassociates.com](mailto:ernie@housmanandassociates.com) if you are interested in sponsoring the event.



**Chapter & Region News – ITC Symposium**

**2021 IRWA International Transportation Committee (ITC) Symposium**  
**Royal Sonesta, 300 Bourbon Street, New Orleans, LA 70130**  
**Thursday, April 1, 2021 from 8:00AM to 5:00PM**  
**Agenda**

**8:00 AM Welcome Notes and Introductions:**

Denise L. Skinner, SR/WA, PMP, Region 2 Chair  
 Wade Brown, SR/WA, Region 6 Chair  
 Sarah Riebe, SR/WA, R/W-NAC, International Transportation Committee Chair

**8:15AM Go With Your Gut: Effective Decision-Making in an Over-Thinking World**

Shelley Rowe, PE, CSP, Founder and CEO, Blue Fjord Leaders

Summary: Row of Way professionals constantly face complex decisions. As complexity grows, decisions can become too fast or too slow. Use neuroscience to discover the powerful internal forces that sway your decisions whether you know it or not. For optimal decisions, it's best to know. Learn to understand signals from your brain and how to interpret gut feel.

**9:15AM Moving Projects Forward during a Pandemic**

Janae Barbeau, Georgia Real Estate Services Lead, HDR

Summary: Our industry was put to the test when a pandemic struck us by surprise in early 2020. Teams of staff pulled resources together and became experts in the virtual and remote world of right of way. We moved critical projects forward and continued providing technical expertise to our clients around the country. What's that saying? "Right of way must go on!" We will share project specific success and lessons learned during project outreach, acquisitions, relocations and eminent domain activities. You won't want to miss this!

**10:00AM Morning Break**

**10:15AM Effective Management of the Right-of-Way Acquisition Management Process:  
 Don't Let Issues Grow Stale**

Patrick A. McCallister, SR/WA, Right-of-Way Acquisition Manager - Technical Principal, WSP  
 Nancy Sinclair, SR/WA, Head of Property Section Eastern Region, Ministry of Transportation

Summary: Numerous times, parcels will be dragged down by issues that aren't dealt with in a timely manner, thus the issues grow stale. This presentation goes over examples of issues that are encountered through every phase of the right-of-way acquisition process (title research, engineering, appraisal, review appraisal, acquisition, relocation) and how these issues were resolved. Throughout the entire presentation, the emphasis is always on the need to communicate, whether it be with the client, project owner, subconsultants, property owner or internal staff. The presentation is geared towards a transportation project, but the principles of this presentation can be applied to all right-of-way acquisition. Because no matter what the little differences in the process may be, the recurring theme is to not let the issues linger, but to deal with them in a thorough and timely manner. This presentation encourages open dialog, as the best way to learn is to hear experiences others have had and how they dealt with these issues.

**11:00AM Politically sensitive projects and Right of Ways role in Environmental Justice**

Leigh Enger, SR/WA, Real Estate and Right of Way Cross Sector Director, HDR

Summary: With a renewed focus on social justice our right of way industry plays a role in communicating a projects overall purpose and need to affected property owners as we guide them through the acquisition and relocation process. How have we traditionally provided data to the Environmental Justice report in NEPA documents and has that changed? As Right of Way Professionals we are uniquely positioned to inform project design teams of the impacts to property owners. We are also responsible for identification and mitigation of risk associated with impacts to property owners. How are projects navigating this and is there an additional step to our process that lies somewhere in between Environmental, Public Involvement and Right of Way?

**11:30AM America's Transportation and its effect on the disadvantaged**

Albano Mahilaj, MBA, Right-of-Way Acquisition Project Manager, DLZ Corporation

Summary: This presentation will discuss at a high level how our current system is not helping the disadvantaged population (inner city and rural). The presentation will include data showing where we are failing, some great initiatives and a few points on how the future can be better.

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**12:15PM Lunch**

**1:15PM Right of Way Pivot Foot: How to Transition into Transportation from Other Industry Markets**

Lora Gunter, J.D. SR/WA, Vice President of Transportation, Percheron LLC

Carmelita Delgado, R/W-NAC, RWA, Manager Director, Percheron LLC

Summary: This interactive presentation will begin with an overview of the key differences in right of way acquisition in various markets, such as transportation, electric transmission, and pipeline. We will explore the chief components of a highway transportation project that makes it different from right of way acquisition in electric transmission and pipeline acquisition contexts. Then, the discussion will address how to maintain a career in the right of industry but transition from one service market to another. The dialogue will examine transition from a company's perspective on how to utilize employees in multiple sectors, as well as cover a transition from an individual's point of view.

**2:15PM 5 things landowners ask me and why they really matter.....or really don't**

Jim Turner, MAI, Managing Director, Integra Realty Resources (IRR) Jackson

Summary: Real World examples of non-compensable items that may affect real property values:

1. Loss of access or other temporary inconveniences during construction
2. Project Influence
3. Loss in Traffic Volume
4. Right to Cross / Median Access – Circuity of Travel
5. Business Loss – Profit Loss

I will provide a real-world example of each non-compensable situation, and corresponding case law decisions that uphold these police powers. I will discuss matters that are important to the property owner, but do not have a legal standing for compensation.

**3:00PM Afternoon Break**

**3:15PM Drones & Autonomous Vehicles; Changes on the Horizon for the Right-of-Way**

Frank Mundy, II, PLS Practice Leader, Geomatics, Vice President, STEWART INC

Summary: Unmanned aerial systems (UAS/Drones) and autonomous vehicles will change the way people, goods and services are delivered. As this technology becomes more the norm rather than the exception in everyday life, major changes will be required in both current and future infrastructure and the right-of-way in which they depend.

**4:15PM Planes, Trains and Automobiles: The Secret Ingredients to American Happiness**

Kristen Bennett, SR/WA, R/W-RAC, President, Blackbird Right of Way LLC / CEO, Pendulum Land Services / Co-Host, Pendulum Land Podcast

Dave Arnold, Esq., SR/WA, CEO & Eminent Domain Lead, Pender & Coward / Co-Host, Pendulum Land Podcast

Summary: Calling all Infrastructure Junkies to join us for this interactive podcast recording experience. Your hosts will explore the history and origins of the American transportation infrastructure system and its effects on our standard of living, economy, and quality of life.

**Upcoming Education**

Please take a moment to peruse the National and Chapter websites for topics of interest to you.

National website: <a href="http://www.irwaonline.org">www.irwaonline.org</a>
Chapter website: <a href="https://irwachapter32.org">https://irwachapter32.org</a>

The International Education Conference will be held in San Antonio, Texas on June 6-9, 2021. Please see the IRWA website for more information.

**In Memoriam**



John "Warren" Gepford, September 8, 1928 - January 7, 2021, age 92 passed away peacefully in the care of hospice in Hendersonville, TN. He was born in Ardmore, OK but made his home in Nashville for 72 years.

Most recently, he worked as a realtor/broker, and then specialized in Right of Way acquisitions. He worked for Croft and Associates doing right of way appraisals and acquisitions for major utilities, during which time he was president of Tennessee Chapter 32 for the International Right of Way Association. He worked until the age of 89. He was active in his church and in the community becoming a Mason and working with the Shriners. He loved traveling and sailing, having built a 43' sailboat from plans.

He was preceded in death by his wife of 67 years, Frances "Frankie" Hester Gepford. He is survived by two daughters, Donna Hines (Ken); Patricia Parks (Michael); three granddaughters; one grandson and three grandchildren.