

## IRWA Region 2-Embarking on a New Infrastructure Era

### Agenda August 11, 2022

Time	Presentation	Presenter
7:00 AM to 8:00 AM	Breakfast	
8:00 AM to 8:15 AM	Introduction/Announcements	Erin Newberry
8:15 AM to 9:15 AM	Texas Research Center	Dr. Harold Hunt
9:15AM to 9:55 AM	Chapter 74: "Small Acquisitions, Large Impacts"	Jason Mushinski, Valbridge Cameron Boone, JLL
<b>9:55 AM to 10:10 AM</b>	<b>BREAK</b>	
10:10 AM to 10:50 AM	Chapter 08: Electrical Transmission Lines - Valuation Methodology for Easement Acquisition and the Consideration of Damages	David Dominy, Managing Director & National Lead, JLL
10:50 AM to 11:30 AM	Chapter 36: "What Lies Beneath" Environmental Issues Discovered While Acquiring Right-of-Way	Christopher Amy, Environmental Program Manager, Terracon
<b>11:30 AM to 1:00 PM</b>	<b>LUNCH</b>	
1:00 PM to 1:40 PM	Region 2 YP: "Empowering Young Professionals"	Brittany Hebert Franklin, CEO and Founder of Sky High for Kids.
1:40 PM to 2:20 PM	Chapter 39: Moving or Reestablishment or Ineligible??	Kristen Bennett, President, Blackbird Right of Way, LLC
<b>2:20 PM to 2:50 PM</b>	<b>BREAK</b>	

2:50 PM to 3:30 PM	Chapter 51: Art of the Political Will	Tab Townsell, Executive Director METROPLAN
3:30 PM to 4:10 PM	Chapter 33: Roundtable Discussion: Hot Topics in the Pipeline Industry.	Kevin Taliaferro, Sr. Director ROW, Energy Transfer, Energy Transfer Denise Skinner, NuStar Energy
4:10 PM to 5:00 PM	Chapter 43: Transportation – Roads, Rails and Pipes	Kerry Malone, Sr. Vice President, Special Projects, Contract Land Staff

## IRWA Region 2-Embarking on a New Infrastructure Era

### Agenda Topic Outline

Time	Presentation	Topic
7:00 AM to 8:00 AM	Breakfast	
8:00 AM to 8:15 AM	Introduction/Announcements	
8:15 AM to 9:15 AM	Texas Research Center	A review and analysis of Texas' economic outlook for the remaining year, 2022 and into 2023. The presentation will cover not only the state's economic conditions but also its demographic growth projections and housing markets.
9:15AM to 9:55 AM	Chapter 74: "Small Acquisitions, Large Impacts"	The smallest acquisitions can have great impacts to the compensation due to a landowner. Apparent issues such as sign locations, turning radii, and driveway throat depth, and underground issues that may not be readily visible, such as USTs, water vaults, and irrigation systems, and even legal problems like zoning setbacks, condemnation provisions, and development codes can cause what would appear to be a small acquisition result in ripple effects that can cause the compensation to dramatically increase. W. Cameron Boone, IV, MAI, R/W-AC, and Jason Mushinski, MAI, will present several case studies from real-world situations showing how these small acquisitions can cause large increases in the compensation due, and the steps that can be taken to prevent a small acquisition from negatively impacting a right of way acquisition budget.
<b>9:55 AM to 10:10 AM</b>	<b>BREAK</b>	
10:10 AM to 10:50 AM	Chapter 08: Electrical Transmission Lines - Valuation Methodology for Easement Acquisition and the Consideration of Damages	JLL principles David Dominy, MAI, CRE, FRICS, National Practice Lead of Infrastructure, will present on the valuation of right of way for electrical easements. Mr. Dominy has valued thousands of parcels across the United States for large and small-scale linear infrastructure projects and will discuss the proper techniques to

		<p>determine the highest and best use of the land being appraised, the “across the fence” method of valuation, corridor methodology, appropriate discounting for the easement property rights being acquired, and damages to the remainder.</p> <p>David has performed numerous studies on the impact of powerlines on property in Texas, New Mexico, Arizona, Oklahoma, Arkansas, Pennsylvania, Virginia, and Mississippi. Additionally, David Dominy has testified before the Administrative Judges at the Pennsylvania PUC and the full board of the Maryland PUC.</p>
10:50 AM to 11:30 AM	<p>Chapter 36: “What Lies Beneath” Environmental Issues Discovered While Acquiring Right-of-Way</p>	<p>Acquiring property for a project can sometimes be an arduous assignment. The tedious process of working with landowners to provide compensation, relocation services, while adhering to the URA is not always the only thing a provider has to be aware of. Join Christopher Amy, (Terracon’s Environmental Planning Program Manager for the Central U.S.), as he describes the environmental challenges sometimes faced when acquiring a property for a project. Mr. Amy will recount his role in managing projects to environmental clearance and then shepherding through right-of-way acquisition and construction to ensure commitments were met. The presentation will include high level insights into the NEPA process, Hazardous Materials, Natural and Cultural Resources.</p>
<b>11:30 AM to 1:00 PM</b>	<b>LUNCH</b>	
1:00 PM to 1:40 PM	<p>Region 2 YP: “Empowering Young Professionals”</p>	<p>The right of way industry is one that is full of experienced and knowledgeable professionals, as a young professional this can be a very intimidating group to make a name for yourself. I will share my experience of establishing myself as a working woman in the oil and gas profession over the last decade and the best ways to get involved and stay motivated as you enter the next stage of your career, as well as the benefit that it brings to employers!</p>
1:40 PM to 2:20 PM	<p>Chapter 39: Moving or Reestablishment or Ineligible??</p>	<p>This is a relocation discussion about those expenses incurred by displacees that may not be so cut and dry. We will explore real life</p>

		examples and discuss which items the regulations allow us to pay for and under which category of reimbursement.
<b>2:20 PM to 2:50 PM</b>	<b>BREAK</b>	
2:50 PM to 3:30 PM	Chapter 51: Art of the Political Will	<p>Practically every local elected official comes into office as an amateur. Some may have learned consensus building as community organizers. Others may have had corporate training in sales and small group dynamics. Still others have none. While all can optimistically think good ideas gain acceptance just by being uttered, they quickly learn otherwise. Politics is filled with people who are self-interested, and self-promoting who promote policies and projects they are interested in. To be successful you must behave in the absolute opposite manner. It's not you that lead people; it's your ideas that they accept as their own truths that lead people.</p> <p>This session will cover topics that help the people who populate the governing bodies of an LPA build the political will to take dramatic, positive action for change both in the community and in the political organization as well. Topics to be covered: Starting as Amateurs. Active Actions versus Reactive Actions Require are Heavier Lifting. Building Steps No One Knows are Staircases – Projects of Independent Utility. The Strategy of Crochet. Napoleon's Divide and Conquer. The Elephant and his Rider – Using Social Psychology. The Paramountcy of Trust. Know the Details. Use Time as an Ally. Protect your Power Sharers. Think from Your Opponents Side. Let Your Enemies Live to Fight Another Day. The Eagle &amp; the Ant. Understand Base Concerns As Opposed to Superficial Details. The Longest Time Frame. Say It All, Say It Yourself, Say It First. Start Early. Win By Flanking Not Fighting. Lose &amp; Win Gracefully. Never Be Personal. You Are Always Talking to the Broadest Audience if Someone Else is Listening.</p>

<p>3:30 PM to 4:10 PM</p>	<p>Chapter 33: Roundtable Discussion: Hot Topics in the Pipeline Industry.</p>	<p>A panel of pipeline industry professionals with over 50 years of combined experience in land come together to discuss your topics, interests, and questions. Panel members will draw on their varied backgrounds to provide insight into current industry trends. Attendees are welcome to come with any related topics or questions for the panel to address.</p>
<p>4:10 PM to 5:00 PM</p>	<p>Chapter 43: Transportation – Roads, Rails and Pipes</p>	<p>Goods can be transported by several means. Land transportation of bulk quantities of goods and products can be by rail or highway. These materials include agricultural commodities such as corn, wheat, cotton, etc. as well as forest products such as timber and its end use materials. Coal is typically moved on train cars and trucks. Some petroleum stocks and products can also be transported by truck and rail. This presentation will compare the viability of moving this variety of products and substances by highway, rail and pipeline and the pros and cons of each method.</p>

**IRWA REGION 2-EMBARKING ON A NEW INFRASTRUCTURE ERA**

**BIOS FOR SPEAKERS  
AUGUST 11, 2022**

<b>TIME</b>	<b>PRESENTER</b>	<b>BIO</b>
7:00 AM to 8:00 AM	Breakfast	
8:00 AM to 8:15 AM	Introduction / Announcements	
8:15 AM to 9:15 AM	Dr. Harold Hunt Texas Research Center	<p>Dr. Harold Hunt is a native of Thibodaux, Louisiana, a small town located about 45 miles southwest of New Orleans. He earned his B.S., M.S., and Ph.D. degrees from Texas A&amp;M University. Before obtaining his Ph.D., Harold worked as a commercial real estate appraiser for McCracken and Associates in Dallas, Texas.</p> <p>Dr. Hunt has been involved in research examining the impact of economic development, transportation, and other special topics that can affect the Texas commercial real estate markets. He also continues to build relationships with Mexican real estate professionals and has contributed to research involving the establishment of a Mexican secondary mortgage market.</p>
9:15AM to 9:55 AM	Jason Mushinski, Valbridge	Jason Mushinski, MAI is a Senior Managing Director of Right of Way for Valbridge Property Advisors. He has over 15 years of expertise in valuation and consulting of all types of real estate including commercial, retail, industrial, mixed use, vacant land, and special purpose properties. Jason is a member of the Appraisal Institute and a member of the International Right of Way Association. He has testified in civil courts for clients that include government agencies and property owners.
	Cameron Boone, JLL	W. Cameron Boone, IV, MAI, R/W-AC is a Senior Vice President with JLL Valuation & Advisory Services. His experience includes expert witness testimony and appraisal and consulting analysis of real property for a variety of purposes, including infrastructure projects, litigation, eminent domain, estate tax planning, and lending. Cameron's experience spans a variety of property types including unimproved vacant land, single family residential, multi-family residential, industrial, commercial, retail, office, subdivisions and master planned communities, mixed use development, self-storage, shopping malls, television studios, agriculture and ranch land, mineral rights, conservation easements, timber land, hotels, recreational land, solar farms, right of way corridors, conservancies, and more.
9:55 AM to 10:10 AM	<b>BREAK</b>	

10:10 AM to 10:50 AM	David Dominy, Managing Director & National Lead, JLL	David Dominy serves as the Managing Director of JLL Houston's Valuation Advisory business and leads the National Infrastructure Team. In this role, Mr. Dominy is responsible for guiding the overall performance of the Houston practice. Additionally, Dominy works with the Infrastructure Team to value properties related to Pipelines, Powerlines, Airports, Ports, Solar and Wind Farms, Hydrocarbon and Gas Cavern Storage Facilities, Roadway Projects, Municipal Projects and providing Cost Segregation Services.
10:50 AM to 11:30 AM	Christopher Amy, Environmental Program Manager, Terracon	Christopher Amy is currently the Environmental Program Manager in the Central U.S. Previously, Mr. Amy spent 11 years working for the Texas Department of Transportation where he served in roles such as, Title VI Administrator in the Civil Rights Division, Environmental Manager in Advanced Project Delivery and as Environmental Coordinator for the Corpus Christi District office. Mr. Amy brings over 23 years of experience in the environmental consulting industry with expertise in NEPA, complex public involvement, threatened and endangered species, wetlands, and bridge permitting. Christopher has a Bachelor of Science Degree in Biology and a Master of Science Degree in Environmental Science from the University of Texas at San Antonio.
<b>11:30 AM to 1:00 PM</b>	<b>LUNCH</b>	
1:00 PM to 1:40 PM	Brittany Hebert Franklin, CEO and Founder of Sky High for Kids	Brittany Franklin excelled for 14 years in the Oil and Gas Industry while building Sky High for Kids in her personal time. Sky High for Kids was officially founded in 2007 and successfully operated as a volunteer-run organization until 2014. The nonprofit organization's mission is to provide comfort, fund research and save the lives of those fighting pediatric cancer and other life-threatening diseases. In June 2020, Brittany became the foundation's full-time CEO and today, she is leading a team raising millions of dollars to help fund pediatric cancer and treatment protocols. Brittany is a member of the Entrepreneurship Organization of Houston. She also serves on the Texas Children's Cancer Center Advisory Board and Global Hope Campaign Executive Committee. Through her company, BMH Performance, LLC she is a professional auctioneer and consults other nonprofit organizations and shares her story as a keynote speaker. She lives in Houston with her husband, Bobby Franklin and two dogs, Daphne, and Tank.
1:40 PM to 2:20 PM	Kristen Bennett, President, Blackbird Right of Way, LLC	Kristen Bennett, SR/WA, R/W-RAC, is the President of Blackbird Right of Way LLC, specializing in relocation assistance services. Kristen is a CLIMB Certified Instructor and was the recipient of the 2020 W. Howard Armstrong Instructor of the Year award. Kristen has presented relocation sessions at the IRWA annual conference, as well as at regional seminars and symposiums around the country. She is a past winner of both the Chapter 36 Professional of the Year and Young Professional of the Year Awards. Kristen is also the Co-Host of the popular Infrastructure Junkies! podcast, exploring right of way, eminent domain, and infrastructure development.

2:20 PM to 2:50 PM	<b>BREAK</b>	
2:50 PM to 3:30 PM	Tab Townsell, Executive Director METROPLAN	Tab Townsell is the Executive Director of Metroplan, the Little Rock area Metropolitan Transportation Organization (MPO.) Prior to Metroplan, Tab served as Mayor of Conway for 18 years from 1999 to 2016 and was deeply involved in that city's growth and the enhancement of its quality of life. Townsell was in construction when he had an honest job working for his family's construction firm. Prior his time at Metroplan and City of Conway, Townsell served both organizations in volunteering roles serving on the Conway Planning Commission and on Conway's and Metroplan's Transportation Advisory Committees. He was appointed to the State of Arkansas's Blue-Ribbon Commission for State Highway Funding in 2009 by Governor Mike Beebe as well as to the State Aide to City Streets Commission for a three-year term. Townsell is married to Mary Jo Heye-Townsell, a City Council member for the City of Sherwood, Arkansas. Together, their combined families have four sons and a daughter
3:30 PM to 4:10 PM	Kevin Taliaferro, Sr. Director ROW, Energy Transfer	Mr. Kevin Taliaferro is the Senior Director of Land and Right of Way for Energy Transfer LP. Kevin has 16+ years of experience in the industry; he began working at Contract Land Staff as a field ROW Agent and progressed up internally performing numerous roles and efforts such as project routing, feasibility, estimating, kickoffs, and project management. During that time, he also served as the Director of GIS Services from 2006-2011 and then as Director of Project Controls from 2011-2012. He served as Senior Land Representative for Plains All American from 2012-2015 before beginning his time at Energy Transfer in 2015. He has filled the roles of Sr. Manager - Right of Way and Director - Right of Way before being promoted to his current role in 2018.
	Denise Skinner, Supervisor NuStar Energy	Denise Skinner spent the first +/-20 years of her career as a commercial real estate appraiser and review appraiser, analyzing and valuing various property types, including full and partial acquisitions for eminent, litigation support and management of the appraisal process for large acquisition projects. Denise is currently a Supervisor in the Real Estate group at NuStar Energy where she manages the South Texas assets which includes +/-1,500 miles of pipeline, 15 terminals and numerous pump stations and valve sites. Denise is licensed in the State of Texas as a General Real Estate Appraiser and has a PMP designation from the Project Management institute. Denise has been a member of the IRWA since 2002, holding the SR/WA designation. She was elected as the International Executive Secretary in 2021 after having served at the Region and Chapter leadership levels.
4:10 PM to 5:00 PM	Kerry Malone, Sr. Vice President, Special Projects, Contract Land Staff	Kerry Malone is Contract Land Staff's most senior expert in pipeline safety, operation and DOT compliance and has extensive experience in management of FERC regulated pipeline projects. Based on his vast industry experience and knowledge, Kerry oversees development and customization of policies and procedures for management of projects staffed and managed by Contract Land Staff. He also works with clients to plan projects, prepare feasibility studies, and ensure their employment needs are being met. Prior to joining CLS, Kerry spent 20 years with Amoco in the Midwest and Texas. Kerry is

		<p>also an instructor in the CLS Professional Development Institute and is a Founding Board Member of the Right of Way Consultant's Council where he served as Vice Chair. Kerry holds BS and MEd degrees with considerable additional post-graduate study in business and real estate law. He is a member of Chapter 8 Gulf Coast Chapter of IRWA.</p>
--	--	---