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# *...On the Move*

August/September 2023  
Volume 7, Issue 1

## **Presidents' Message**

### **Membership Luncheon >>>**

**September 6, 2023**  
**11:45 a.m to 1:15 p.m.**

#### **Speaker:**

*William Thomsen, CFA, ASA*

#### **Topic:**

*Goodwill Valuation Bootcamp!*

#### **Place:**

*Riverside Convention Center*  
*3637 5<sup>th</sup> Street*  
*Riverside, California 92501*

*(See page 8 for more information  
on our speaker and the Goodwill  
Valuation Bootcamp.)*

### **From Robbie Hechanova:**

#### **Chapter 57 IRWA Members...**

Stay cool! That's the message and theme moving forward or until we make it through this heat. Summer is here and looking like its going to stay for a while.

I, along with members of our board, Kim Bibolet, Christie Santolucito, Patti Feist, Kelley Kelley, Hector Casillas. and several

Members attended the annual Education Conference in Denver, Colorado. There were a host of topics ranging from Easements – Case Studies and War Stories, Federal Agency Panel Discussion on Successful Relocation Planning and Advisory Services, Lessons Learned in Appraisal Review for Acquisitions and Litigation, Rails-to-Trails Railroad Rights of Way – A Railbanked Right of Way Case Study, and events like the Foundations Golf Tournament, Young Professionals Event – Game Night at the Denver Athletic Club, and of course the Finnegan Fun Run. The sessions were heavily attended, and many ended up with standing room only. There were a number of vendor exhibit booths with raffle prizes and a number of us were seen stuffing our bags with giveaways.

**"Stay cool! That's the message and theme moving forward or until we make it through this heat."**  
**Robbie H.**

The Long Beach preview booth along with its Back to the Future theme was a hit. Hector and I were honored to accept the Website of the Year award, and a big thanks goes out to our very own

Emily Madueno for devoting her time and effort to maintaining our website. Our very own member, Mau Obando, was part of a large group of recipients that were awarded their SR/WA. It was good to meet new

and reconnecting with those we had not seen in years. We hope to bring the same energy and enthusiasm to next years conference in Long Beach. If you are interested in volunteering, please reach out to Hector Casillas and I for more information.

Stay cool out there!  
Robbie

## IRWA Courses – Regional 1

**C413** Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book), 9/5/23, Virtual Class

**C203** Alternative Dispute Resolution, 9/7/23, Virtual Class

**C303** Managing the Consultant Process, 9/14/23, Virtual Class (CH. 44)

**C802** Legal Aspects of Easements, 9/20/23, Virtual Class (CH. 27)

**C421** The Valuations of Partial Acquisitions, 9/26/23, San Jose, CA



Additional courses are listed on IRWA's website at  
[www.irwaonline.org](http://www.irwaonline.org)

Are you interested in taking a free class? Contact Kelley Kelley, Timothy Green, or any of the Board members, to find out how you can become a coordinator.

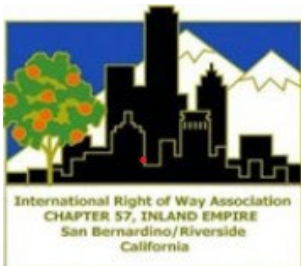


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Association

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management of right of way and public use.*



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Staff Augmentation

# Accommodating the Demand

*Responding to the rise in electric vehicle adoption*

*By Ali Elnaamani and Anastasia Klosterman*

What was once a hard-to-imagine shift in the composition of vehicles on the road is rapidly becoming a reality. The rise in electric vehicle (EV) adoption carries many benefits and challenges as the race to implement charging infrastructure gains traction. Such a dramatic change in transportation is not only possible but also could be compared to the early 1900s when roads occupied with horse-drawn carriages transitioned to an influx of gas-powered automobiles.

Nearly 10% of global car sales in 2021 were electric, a market share four times higher than in 2019, according to the International Energy Agency (IEA). The same study cites 6.6 million EVs sold in 2021, doubling the sales from the prior year. The number of electric models available continues to increase; five times the number of EV models were available in 2021 than in 2015, according to IEA. This rapid increase means stakeholders will need to keep ahead of the EV trend to provide enough charging infrastructure and support to keep EVs as a viable mode of transportation.

## What's Driving the EV Industry

Recent funding is easing the burden on both individuals and businesses to install EV chargers, as part of an effort to increase the EV infrastructure options available in the coming years. The Bipartisan Infrastructure Law allocated \$5 billion in grants to increase the number of publicly accessible EV chargers. The law also introduced a tax credit for EV owners that covers 30% of the cost to install a charger at home (up to \$1,000 per unit). Commercial businesses are also incentivized to install

chargers by utilizing a credit worth 6% of the cost of installation (up to \$10,000 per unit).

This transition to support EVs is exciting for many reasons. An increase in EV usage means lower vehicle emissions by reducing or eliminating the fumes from gas-powered vehicles. This will not only provide significant environmental benefits but will help cities and states meet decarbonization goals. For example, California has pledged to cut air pollution by 71% and slash greenhouse gas emissions by 85% by 2045. Furthermore, EVs provide an improvement in quality of life for residents living near busy roadways by reducing noise pollution.

## Looking at the Big Picture

A rise in EV usage will also require a modernized and more automated grid to accommodate the increase in electric load that comes from charging those vehicles. Modernizing the electric grid will lead to greater resiliency, with the possibility of implementing a decentralized energy system to place energy production facilities closer to densely populated areas and thus corresponding high rates of energy consumption. These small- to medium-scale facilities will be able to serve customer loads in areas of high demand and better allocate resources.

Installing additional facilities closer to high-volume areas will help deliver power in a reliable and sustainable way. For example, restoring power following a widespread outage could lead to peak usage on the grid, as many drivers plug in their EVs once the power is

*Continues on Page 5*

*Did you enjoy the last venue? We would appreciate any feedback you'd like to give. Please reach out to any Board member.*

## We'd love to hear from you!

Would you like the Chapter to host a luncheon on your favorite topic? Do you know anyone who would like to speak at an upcoming luncheon? If so, please contact Darcy Mendoza, SR/WA, R/W-NAC, President-Elect, at (951) 321-4748, or via e-mail at [dmendoza@epicland.com](mailto:dmendoza@epicland.com).

## Have comments or suggestions for the newsletter?

We value your opinion and welcome your input! If you have any comments or recommendations for the newsletter, please contact Sheryn Smay, SR/WA, Newsletter Chair, at (951) 826-5343 or via e-mail at [ssmay@riversideca.gov](mailto:ssmay@riversideca.gov).

*Did you know? >>>*

## Fun Real Estate Trivia

Better known as the maker of Galaxy smartphones, Samsung, a Korean conglomerate, is the main contractor that built Dubai's Burj Khalifa.







# About RWIEF

THE RIGHT OF WAY INTERNATIONAL EDUCATION FOUNDATION WAS ESTABLISHED FOR THE PURPOSE OF FUNDING RIGHT OF WAY EDUCATION INITIATIVES. THE FOUNDATION FOCUSES ON GENERATING FINANCIAL CONTRIBUTIONS AND DETERMINES HOW MUST TO ALLOCATE THOSE FUNDS FOR THE BETTERMENT OF RIGHT OF WAY EDUCATION. OVER THE LAST FEW YEARS, FUNDS HAVE BEEN ALLOCATED FOR EDUCATIONAL SUMMITS, CREATION OF NEW COURSES, UPGRADES OF EXISTING COURSES, CONVERSION TO ON-LINE DELIVERY METHODS, AND LEADERSHIP PROGRAMS. CUTTING-EDGE EDUCATION AND PROFESSIONAL DEVELOPMENT ARE ESSENTIAL TO THE GROWTH AND ADVANCEMENT OF OUR PROFESSION AND TO EACH OF US AS PROFESSIONALS IN THIS FAST-PACED, EVER-CHANGING INDUSTRY.



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## Accommodating the Demand (continued)

back on. Installing enough energy production facilities to handle the sudden electric load would prevent the grid from becoming overwhelmed.

While the benefits are great, the EV demand still poses many challenges.

EV chargers must be safeguarded against cybersecurity concerns. Risks are prevalent because of how chargers are connected to the electric grid and the high voltage available through each unit. A number of cybersecurity measures can be implemented to mitigate attacks. Additional security for the cloud component of chargers, as well as physically reinforcing the units against tampering, can reduce the likelihood of compromise.

Grid operators, vehicle manufacturers, charging network operators and many other energy professionals will need to adhere to cybersecurity standards developed in response to EV adoption in the coming years. Additionally, peak hours will need to be examined to determine when the demand is at its greatest and adjust the load accordingly through customer incentive programs.

### Examining the Road Ahead

Utilities can begin proactively planning to protect chargers against cyberthreats by

examining services exposed to the internet and identifying any technology gaps that may need to be addressed. A technical risk assessment would provide the opportunity for increased protection, not only for customers and their vehicles but for power systems and the electric grid as well. Charging speed should also be considered when implementing EV charging infrastructure. Modern society is fast-paced, and drivers will need the ability to charge EVs on the go, without the fear of being stuck at a charger for a great deal of time. High-powered EV chargers have the capability of providing an 80% charge in less than 10 minutes; wider implementation and infrastructure improvements will be necessary to accommodate driver expectations.

The location and ease of access to public EV chargers will also need to be considered by city planners and those implementing infrastructure. While many drivers prefer charging at home or at work, publicly accessible EV chargers will be necessary for lengthy road trips. Installing EV chargers wherever current gas stations are built is a solution already being widely implemented. The sheer number of these locations might be able to handle the number of drivers needing to access a charger. Analytics of where a high rate of EV usage is present will also need to be

considered; EV chargers will be most utilized in areas with high traffic.

Over the next decade, the increase in the number of EVs on the road is going to alter the planning of the modern roadway significantly. The future of successful electric mobility is tied to the readiness of EV infrastructure to handle this demand. EVs are turning the transportation industry on its head and will continue to significantly impact vehicle manufacturers and drivers, as well as energy, transportation and cybersecurity professionals.

Reprinted from IRWA's Right of Way Magazine: The Voice of the Right of way Profession, Accommodating the Demand, July/August 2023

*Ali Elnamani leads the southeast regional team for 1898 & Co., a part of Burns & McDonnell, covering a wide range of services including project management, utility, cybersecurity and technology consulting services. He has more than 15 years of experience in industrial controls, cybersecurity and operational technology. His educational qualifications include a bachelor of science in computer information systems, an MBA with a concentration in information security and a master's degree in cybersecurity.*

*Anastasia Klosterman is a lead zero emissions transportation analyst at 1898 & Co., part of Burns & McDonnell. Throughout her career, she has displayed a passion for natural infrastructure and sustainable practices and products. She earned a bachelor of science in civil engineering and a master of science in civil and environmental engineering from the University of Georgia.*

**“While the benefits are great, the EV demand still poses many challenges.”**

*Ann – No new members to welcome.*

Please invite your friends and colleagues to join our chapter. It is a great educational and networking opportunity; a way to stay current on the latest advancements in the industry.

# Member Spotlight!!

Hello my fellow Chapter 57 members!

In this issue, we are happy to have  
Kelley Kelley in our "Member  
Spotlight!!"



Kelley co-chairs our Education Committee. She first joined IRWA Chapter 13 when she lived in the Buckeye State of Ohio. She became a member of Chapter 57 when she and her family moved to California.

When asked how her career has benefitted from being a member of IRWA, she says that her career has "tremendously grown". She has attended and hosted several courses that have "greatly expanded [her] knowledge of the industry". She went on to say that she "has been fortunate to learn from some of the most renowned instructors affiliated with the organization." Kelley has earned her SR/WA and she feels it "gives [her] an edge and bolsters [her] confidence" allowing her to be a more effective leader.

Kelley's "favorite benefit of being a member is to have the opportunity to engage with like-minded individuals and share experiences." She says, "The collective knowledge we possess enables us to literally design, build, and maintain our infrastructure system, which benefits all."

Kelley says that being able to be a mentor to others is her biggest professional achievement. She finds "great reward and fulfillment in seeing others accomplish their career goals with the application of knowledge."

Kelley currently serves as the IRWA Region 1 Secretary/Treasurer and hopes to be a candidate for the Vice-Chair and then on to Chair. Kelley's biggest challenge, and still striving to find the right balance, is transitioning from one department to another. Finding the right balance of integrating with non-right-of-way individuals, hiring and training new staff, prioritizing her workload, and working with IT to create a project management tracking software platform is quite the juggling act.

Are you a fan of the *Price is Right*? If you are, then you might have seen Kelley and her husband win a car, a trip, and many other prizes. How exciting! It had always been a dream of hers to go on the show. When they decided to take advantage of the trip they had won several months later, they ran into the other Showcase Showdown opponent at the airport! LOL

Kelley's favorite activity is to "define the 'Action Plan for the Day'". She does this every morning. It helps her "to organize [her] goals and identify how [she's] going to accomplish those goals", professionally and personally.

Kelley has "one tip/advice for new members and that is to get involved." She encourages new members to "get involved by enrolling in a class, find a mentor, ask questions." These "action steps are the gateways to expanding their knowledge base."

I hope you have enjoyed this brief look into the life of Kelley Kelley.

Signing off for now,  
Sheryn Smay, SR/WA  
Chapter 57 Newsletter Chair

## Newsletter Title Contest is over. We have a winner!!!

You may have noticed that the name of our beloved newsletter has changed.

**Thanks to Karen Damavandi, RWA-GN with San Bernardino County we are "...On the Move!"**

Thanks to all of the suggestions that were received. Much appreciated!





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WILLIAM W. THOMSEN,  
CFA, ASA

William W. Thomsen, CFA, ASA, has over 25 years' experience performing valuations of businesses ranging from small family-owned enterprises to Fortune 1000 companies, and across numerous industries. He also provides economic damage assessment and testimony for commercial litigation.

Will's valuations are used for estate tax planning, transaction due diligence, financial restructuring, and civil litigation such as shareholder disputes and eminent domain. He has testified to goodwill valuation for eminent domain proceedings for over 25 years on behalf of both public agencies and private business owners.

Will holds the Accredited Senior Appraiser (ASA) designation and is also a Chartered Financial Analyst (CFA). He holds a Master of Business Administration in Finance from Columbia University and a Bachelor of Arts in Economics from Pomona College.

Topic: **Goodwill Valuation Bootcamp!**

Summary: Get Ready for the Goodwill Valuation Bootcamp!

- Do you need to get smart on goodwill valuations in a hurry?
- Are you experienced, but could still use a refresher?
- Do you want to know what to look for and what to ask?
- Would you like to know how to handle special situations?

If you answered "yes" to any of the above, then the Goodwill Valuation Bootcamp is for you.

This presentation is for attorneys, right of way professionals, business owners, public agency representatives, and other individuals who need to review a goodwill valuation report or work with a goodwill valuation expert.

What we will cover:

- Understanding the business valuation process
- Methods of goodwill valuation
- Measuring the goodwill loss
- Why goodwill valuations differ, and what to look for in a report
- Handling special situations

Please register for our Membership Luncheon on September 6, 2023 to hear more!





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## Adult Communication Principles and Methods

### 219 - Adult Communication Principles and Methods

October 23-24, 2023

Riverside, CA

Credits: 16 QEU/CEU

#### Credentialing

- **New SR/WA:** A required intermediate course for the RWP certification
- **Industry:** An elective course that can be applied towards all four pathways in the Industry-Specific Pathways Program
- **Specialist:** An elective course for the R/W-AMC and R/W-NAC programs

#### Topics

At the conclusion of this course, you will be able to:

- Describe three different methods of communication: presentation, instruction, and facilitation;
- Understand the differences between each method and when to use them; and
- Demonstrate these three methods of communication.

#### Course Tuition Includes

Learning Guide PDF

Instructor

Lisa R Harrison & Michele Folk

## 219 - Adult Communication Principles and Methods

### Instructors

**Lisa R. Harrison, SR/WA, R/W-URAC, R/W-RAC, R/W-NAC** is the President of Pinnacle Consulting Management Group, Inc. Lisa's continued dedication is reflected through her commitments as a past IRWA International President and IRWA Master Instructor; past member of the International Relocation Committee and International Professional Development Committee; honored as the 2005 Recipient of IRWA Region II Right of Way; Professional of the Year and 2005 Frank C. Balfour Right of Way Professional of the Year; co-author and presenter of the 2005 changes to the Uniform Act; author of the revised version of IRWA Course 504 - Computing Replacement Housing Payments; co-author of the IRWA Course 219 - Adult Communication Principles and Methods; co-developer of the IRWA Instructor's Clinic, and served as former Chair of the R/W Consultants Council. During her right of way career, Lisa has provided consulting land acquisition/relocation services for numerous government agencies throughout the United States and has developed/implemented quality assurance and training programs related to the acquisition/relocation process.

**Dr. Michele L. Folk, SR/WA, R/W-RAC, R/W-URAC, R/W-NAC** is a licensed Real Estate salesperson in the State of California, and she has 32 years of business experience with an extensive background in teaching, communication, relocation and negotiation. She currently serves as Director of Client Development at Transystems Inc. For the past 24 years, Dr. Folk's primary focus has been on the management of acquisition and relocation activities, on both federally and non-federally funded projects, with a particular emphasis on relocation and projects involving the development and preservation of affordable housing. She serves in a programmatic oversight capacity for projects involving large-scale residential and non-residential relocations ensuring compliance with federal, state and local relocation laws. She is a certified CLIMB Instructor for many International Right-of-Way Association courses and is a regular panelist and presenter on relocation topics at industry conferences and seminars throughout the country. Dr. Folk is currently serving as the Chair of the International Relocation Assistance Committee.

### Course Coordinator

Kelley Kelley SR/WA  
Phone: (909)631-8938  
E-mail: kellyfornialiving@gmail.com

### Location

County of Riverside  
Administration Building  
4080 Lemon Street, 8th Floor  
Riverside, CA 92501  
Phone: (951) 955-6710  
Participant Capacity: 20

### Suggested Accommodations

Marriott Riverside at the Convention Center  
3400 Market Street  
Riverside, CA 92501  
Phone: (951) 460-2584  
Contact hotel directly for rates and reservations.

IRWA Member  
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\$415.00

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Tuition

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Total Tuition  
Amount

*An electronic copy of your course material will be added to your IRWA Account once your registration is completed.  
Printed course materials are only available for purchase until 10 days prior to the class start date.*

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Cancellation Policy: All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, Instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

Tuition Refund Policy: Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff (education@irwaonline.org) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to the class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.



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*Senior Appraiser, Litigation Consultant*  
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*Save the Date*  
*2023 Tri-Chapter Luncheon*  
*December 5, 2023*



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Please enjoy these pictures from  
the membership awards  
luncheon in June 2023.

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<b>Advisors to the Board</b>	
Past President 2021-22	Matt Nusenow, P.E.
Past President 2020-21	Peggy Barnes
Past President 2019-20	Kim Bibolet, SR/WA, R/W-NAC
<b>Standing Committees</b>	
Education Co-Chair	Vacant
Education Co-Chair	Vacant
Membership	Griffin Wayne
Nominations and Elections	Vacant
Professional Development (1st Year)	John Chaconas, SR/WA
Professional Development (2nd Year)	Kim Bibolet, SR/WA, R/W-NAC
Professional Development (3rd Year)	Mike Romo, SR/WA
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Communications	Emily L. Madueno, Esq.
Events	Darcy Mendoza, SR/WA, R/W-NAC
Legal Issues	Mark Easter, Esq.
Newsletter	Sheryn Smay, SR/WA
Young Professional (YP)	Hector Casillas, SR/WA
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Oil & Gas Pipeline	Vacant
Public Agencies	John Chaconas, SR/WA
Relocation	Vacant
Survey	William Estepa
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OCTOBER 23-24, 2023  
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