

Annual Recap and Plans for the New Year



MARK RIECK, IRWA EXECUTIVE VICE PRESIDENT

It was good to be with many of you at our Annual Conference in Charleston, where the Association, its members and partners all shined together for another successful year. We can each be proud of our many accomplishments for the 2012-2013 fiscal year.

►► **HIGHLIGHTS:** We increased membership income to \$1.456 million, with 9,429 members through April 2013. We welcomed new members into the Association through local chapter recruitment, government agency agreements and contacts made in Africa, Australia and Mexico. We also increased education income to \$1.470 million, and the number of IRWA classroom and online participants totaled 4,146 and 1,577, respectively. We now have 2,939 certified and designated members, meeting a longstanding strategic goal of 30% of our membership holding a credential.

And we are just getting started. We expect to complete our annual audit on schedule and beat our budget projections, once all the expenses from another successful conference are in. All in all, a tremendous year in continued tumultuous times. Going forward next fiscal year, you can expect continued growth and innovation across all IRWA program areas, as we work to keep members current, credentialed and connected like never before.

►► **MEMBERSHIP:** We have surpassed last year's total number of new members already this calendar year, thanks to our aggressive chapter membership campaigns. Our chapters should be very proud of this accomplishment. IRWA is currently working to form several new chapters and we hope that our next chapter will be in Saudi Arabia. Australia and Mexico are on the horizon for chapter development in 2013-2014 as well. As a result of this growth, a dues increase was not requested for the first time in recent memory.

►► **CREDENTIALING:** We are in the process of developing industry certification programs in the areas of Pipeline, Transportation, Utilities and Local Public Agencies, further positioning all credentialed members for success in their chosen field. This is all being driven by the Specialty Certification Survey we conducted last year. So far, feedback has been very positive, and the International Governing Council approved the plan while meeting in Charleston. Stay tuned for more.

►► **EDUCATION:** We are about to launch into a new five-year education plan in partnership with the Right of Way International Education Foundation and the Canadian Right of Way Education Foundation. We will begin with advanced pipeline courses that will be offered only in the classroom, as well as new core courses using Video Enabled Integrated Technology (VEIT), for online education with a classroom feel (see page 12 for details). We plan to develop a Canadian version of Course 100: Principles of Land Acquisition as a VEIT program too.



►► **PUBLICATIONS AND SOCIAL MEDIA:** Our incredible publication, Right of Way Magazine, has expanded its coverage to report on the most relevant and challenging issues facing our industry today, and will continue to reach more and more people, in print and electronically. And our IRWA Member Network is growing as we create communities of practice that know no boundaries, just colleagues doing business together.



I want to emphasize that nothing at IRWA happens in a vacuum. Our continued success rides on our ability as an International Governing Council, Advisory Council, International Committees, 75 chapters, 10 Regions and 20 of the hardest working staff in association management to not just communicate, but align.

While the world continues to change around us, our member value proposition does not. Current-Credentialed-Connected is our mantra, and we will continue to deliver against that promise again next fiscal year. Thank you for your continued involvement and support. Together we are building a better world as we set the standard for right of way professionals around the globe.

