



ELEVATING STANDARDS OF PRACTICE

Right of Way Consultants Council unites competitors in a worthy goal

BY FAITH ROLAND, SR/WA

The world of right of way consulting services continues to evolve and grow. Project work ebbs and flows, making it harder to keep staffing at the right level on any given day. Increasingly, client companies and public agencies are facing retirements among key staff. The need for an influx of new staff clearly demonstrates that the demand for quality consulting service companies is on the rise.

A Singular Mission

The Right of Way Consultants Council (ROWCC) represents a collective of many of the top firms in North America, poised and ready to meet the project demands for a growing infrastructure. From its beginnings in 2004, the ROWCC has had a singular

focus—to raise the standards of practice in right of way consulting. To understand this mission is to understand the Council's beginning.

In 1998, during an IRWA Annual International Education Conference in Alabama, a handful of respected right of way consulting professionals met to vent and offer support for challenges we were all facing in contracting with agencies and private companies. The conversation turned to areas of improvement and needs within the industry. There was an underlying theme and consensus that the consultant industry needed a unified voice—one that would better all those who agreed to unite and to create higher standards of professionalism and best practices.

As a collective group, we also realized that we could serve as a thinktank and resource to the users of our services. We sought to become an organization with a high degree of standards and ethics that would enhance the profession, taking us from a trade to a professional service. The group was fully aware of our greatest challenge: getting competitors that were very territorial and occasionally close-minded to agree to meet and collaborate for the greater good of the industry.

Since that initial meeting in 1998, follow-up gatherings were held each year, resulting in a more formal recognition within the Association. In September 2002 in Austin, Texas, an ad-hoc committee was formed and later became known as the Right of Way Consultants Council. Following the typical organizational startup activities, meetings were scheduled to coincide with and support the IRWA Annual International Education Conference. In 2004, the Council officially separated from the IRWA to form an

independent entity. The Council has since grown in membership from 12 charter members to 44 current members companies. And every member company, large and small, has a common focus—and a voice.

Accomplishing Big Things... Together

Today, our vision has become a reality. Having set our sights on important initiatives, we have been working diligently to make a difference. Our ultimate goal of gaining recognition by the users of our services is being achieved. The federal and state agencies that govern and license us have a confidence level in our ability to elevate our professional standards, while upholding the ethics that work to ensure a better future for all of us.

The ROWCC has accomplished many key initiatives over the past few years. We have developed and approved a standard services contract that provides balanced and fair contracting terms for all parties. We have also created standard staffing position descriptions designed to help clients better understand, compare and contrast the experience of various staff members. In addition, we continue to stay current on staffing and labor requirements so that we can offer valuable resources to member companies regarding wage and labor laws.

The Council has also shown its growing strength through the benefits offered to its membership, including affordable professional liability insurance and education on employment accounting practices that has saved our member firms millions of dollars



...our greatest challenge: getting competitors that were very territorial and occasionally close-minded to agree to meet and collaborate for the greater good...



The Right of Way Consultants Council

The ROWCC is dedicated to elevating industry standards of practice and the services provided by our consulting firms. As part of our mission, we will continue to review and recommend contracting best practices, while helping clients and the industry reduce costs and ensure a more positive outcome for all parties.

Visit www.rowcouncil.org for more information.

2017 Board Members

Chair



Faith Roland, SR/WA
Contract Land Staff, LLC

Vice-Chair



Justin Lyon
Percheron, LLC

Secretary/Treasurer



Cash Diel
TRC Solutions

Members at Large



Linda Clark
Clark Land Resources



Charles Davis, R/W-RAC
Sendero Acquisitions, LP



Norm Henenberg, R/W-NAC
Paragon Partners Ltd.



Jim Henry
HW Lochner, Inc.



Jim Overcamp, SR/WA
Epic Land Solutions



Elain Pison
Coates Field Service, Inc.

Right of way consulting firms interested in membership are encouraged to review the requirements at www.rowcouncil.org and submit an application. Public and private clients can become an affiliate and support the ROWCC. For more information, please contact Jim Walker, ROWCC at seaop1@qwestoffice.net.

collectively. Our advocacy efforts are working to protect and enhance the profession, and we are being recognized by the leading agencies for which we provide our services, including the American Association of Highway and Transportation Officials, the Federal Highway Administration and many state agencies.

Advancing the Profession

Having broken down the competitive barriers, our continuous interaction has awarded us many teaming opportunities to advance the profession. The ROWCC's voice has grown louder and is being heard by those who can really make a difference. Getting a seat at the table for procurement opportunities has become a reality, and requests for the Council's input have doubled since last year.

As the industry's resource for the highest quality right of way services, the ROWCC will continue to raise the standards of practice in the right of way consultant community. 🌟

Faith Roland, SR/WA is Past International President of the IRWA and currently serves as Chair of the Right of Way Consultants Council. She is a course instructor, renowned speaker and Senior Vice President with Contract Land Staff, LLC, one of the charter member companies of ROWCC.

