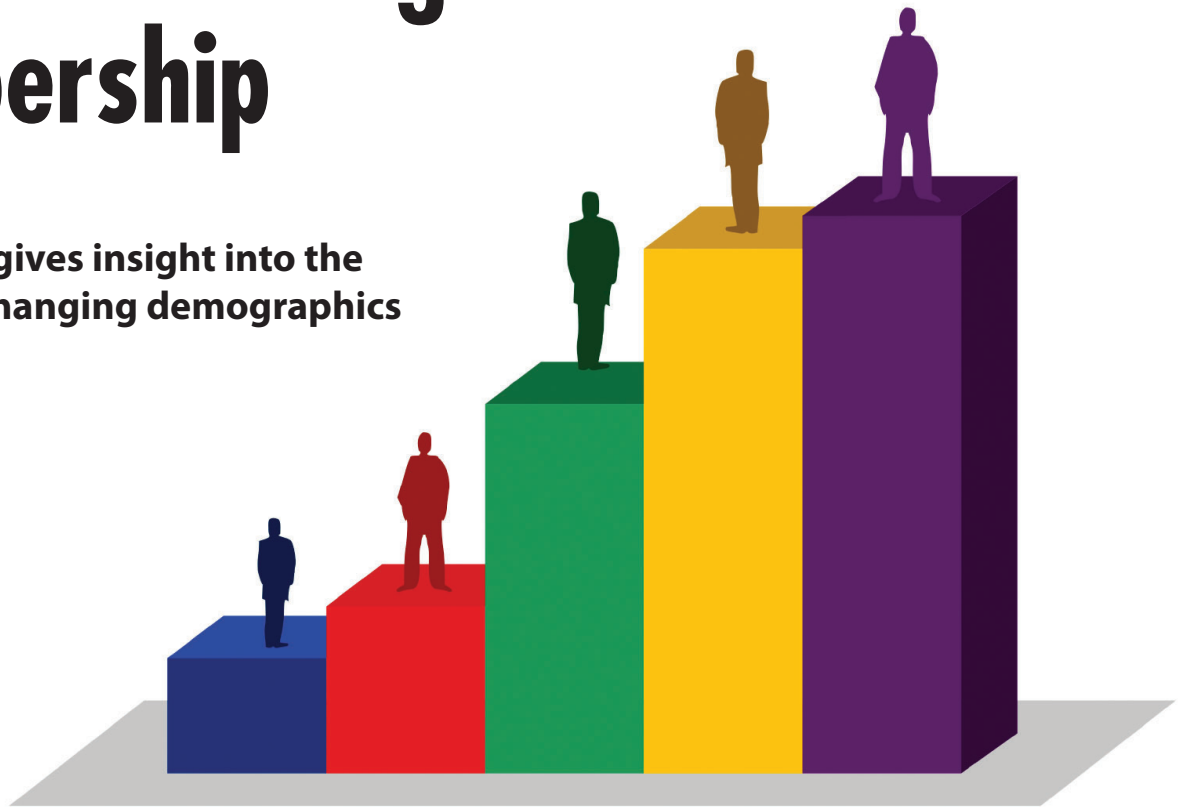


# IRWA's Evolving Membership

Recent survey gives insight into the Association's changing demographics



BY BARBARA BILLITZER

The right of way industry has witnessed its share of changes. To keep pace, IRWA conducts a bi-annual survey among members to gauge changes in age, income, employment sector and other categories. In December 2011, IRWA conducted an online demographic study and more than 1,300 members participated. Following are some of the highlights.

**The most significant trend is in the age breakdown**, which has been steadily climbing over the last decade. Roughly 46 percent of our members are now age 55 or older, as compared with 33 percent in 2004. Those who fall in the over 65 age group have more than doubled during that same time. Conversely, the percentage of those who are under the age 35 has remained constant at 8 percent.

**Salaries have risen along with age and experience**, with 26 percent of our members earning six-figures, an increase of 5 percent over 2009. Roughly a third of our members earn less than \$70,000 annually, as compared to 70 percent in 2004.

**Fewer members are supervising staff.** More than 55 percent of our members are not in a management position, and among those who do supervise, their staff is getting smaller each year.

**Those who are self-employed or in the private sector have increased**, while those who work for state/provincial agencies has declined. In terms of primary responsibilities, 45 percent of all members work in the area of acquisition and negotiation.

**The percentage of women is edging up** slightly, representing 37 percent of our membership today versus 34 percent in 2004.

**Members are more highly educated**, and 66 percent have a bachelor's degree or higher. More than 40 percent have a real estate broker's license, and according to internal reports, over 2,000 members have earned their SR/WA designation.

The Association would like to thank all our members who participated in the survey. These findings offer important insight as IRWA works to advance the industry and meet the needs of today's right of way professionals.