



CHAPTER REPORT FORM
SPRING FORUM PHOENIX, AZ
MARCH 5, 2011

CHAPTER NO. - 42

CHAPTER NAME / LOCATION - San Jose Chapter No. 42, International Right of Way Association, San Jose, CA

CHAPTER INITIATIVES / SEMINARS / PROJECTS

Course 503 – Mobile Home Relocation – April 2011

Course 901 Engineering Plan Development & Application – September 2011

Course 902 – Property Descriptions – September 2011

Seminar / Workshop for Fall Forum – October 2011

Course 604 – Environmental Due Diligence and Liability – October 2011

Course 502 – Business Relocation – November 2011

In addition to sponsoring the courses and workshop above, we will be working with the Appraisal Institute in developing a joint workshop for members of IRWA and the Appraisal Institute.

CHAPTER GOALS FOR THE YEAR 2011/2012

For the past four years, Chapter 42 has been focusing on sponsoring a minimum of four courses per calendar year. Unfortunately, we have faced major challenges in terms of attracting enough attendees to make the courses cost effective. We believe the primary reason for this difficulty is due to the extreme budget constraints that are currently placed on public and private organizations. In addition, we are now facing new challenges in the area of Chapter sponsored courses due to the strategic decision by International to offer on-line courses at a lower rate. Thus far, we have not seen a major move towards the on-line courses and therefore have not received a significant amount of funds from the on-line honorarium. Ultimately, we believe that the push towards providing on-line courses

will be a benefit for members to attend classes at a lower rate but will severely impact the number of opportunities for Chapter's to sponsor courses as a source of revenue generation.

As an alternative to an IRWA course, Chapter 42 is continuing to attempt to organize one day and half day seminars and workshops on right of way related topics. While this strategy doesn't help region members in attaining certification it does provide the opportunity to present seminars on contemporary issues at a lower rate and provides additional revenue for the local Chapter.

NEW IDEAS FOR MEMBERSHIP RETENTION AND GROWTH

As with many organizations we are feeling the impact of an aging workforce and an increase in retirements within our Chapter. Our membership chair has aggressively reached out into the local community in an attempt to attract new members and was relatively successful in 2010. Essentially, we gained more members than we lost! The Board has implemented a program to provide a complimentary lunch to current members that bring a guest which results in a new membership. In addition, a new member is provided a complimentary lunch during their first luncheon meeting. Unfortunately, we have felt the effect of the downturn of the economy and have also lost members who have recently lost their jobs or are on a fixed retirement income. Our objectives at this point are to try and weather this economic storm and maintain our current membership by providing opportunities for our members to meet and discuss topics related to the right of way industry at a minimal cost. In addition we are focusing on attracting new members by working with local colleges, professional organizations and community groups to highlight the benefits of the International Right of Way Association and the existence of our local chapter. Finally, we are scheduling joint meetings with other Chapters and Associations to expand networking opportunities and hopefully attract new and/or associate members to our Chapter.

RECOMMENDATIONS TO SHARE

We are all facing challenging financial times both at our workplace and in our personal life. One of the things that we must remember is that our organization and Chapter must be viewed as a 'value added' asset to our members. We must continually strive to provide opportunities for our members to enhance their professional careers because of their membership in the International Right of Way Association. We believe that this can best be achieved by providing interesting and contemporary speaker's at our General Membership luncheon meetings, by providing a variety of formal educational opportunities, and developing seminars and workshops that are of interest to our members and potential members.

OUR CHAPTER NEEDS ASSISTANCE WITH

Our Chapter is continuing to see the impact of the recession, the reductions that have occurred in both the public and private workforce, and the cost to conduct IRWA business at the local level. During the past 5 years we have felt the financial impact of sending members to meetings that are held outside of our region. In addition, we have experienced a reduction in the enrollment to locally sponsored IRWA courses. Finally, we are anticipating an even further decline in enrollment for those courses that are now offered on-line.

The Chapter 42 Board of Directors has been exploring ways in which to reduce our annual expenditures and is seeking new ways to generate revenue. Without changes in the process that has been in place for the past 5 years the Chapter will have insufficient funds to send 2 representatives to the Annual conference and conceivably the Spring and Fall forums (dependent upon location). As we review our income and expenditures we firmly believe that the amount of money retained by International for locally held courses needs to be revised. We need assistance in changing the amount of 'tuition' that is being retained by International for IRWA sponsored courses that occur locally and for members from local Chapters that take an on-line course.