



Vice President's Message

Dear Chapter 16 Members,

What a year it has been since the last newsletter that went out in April of 2020! We've all been dealt a variety of challenges this past year in both our personal and professional lives. While the international, regional and chapter events and activities have been much quieter than usual this past year given the circumstances, there has still been a lot of work done by many to keep course offerings available and versatile in their delivery. There has been much discussion, collaboration and planning for forums and conferences that make it possible to hold valuable gatherings that are safe above all. We've all had to adapt to a different world and an altered way of doing business all the while juggling remote learning for children and

separation from our friends and family, among other things in this uncertain version of the world. With that, thank you to everyone who has continued to contribute their time and energy to the Chapter through it all. We are excited that with vaccinations that it seems that we will be moving closer to a more normal version of IRWA activities and offerings in 2021. We hope you'll join us for the next virtual Chapter 16 membership meeting in May where we look forward to gathering momentum to plan for hopefully beginning to connect in person later in the year!

In this edition of the New Englander we spotlight a few of our members, update you on what has been planned for the year, and more!

With thanks,

Ally Brown, IRWA Chapter 16 Vice President and Communications Chair

In This Issue

- **Vice President's Message**
- **Member Spotlight**
- **Upcoming Events**
- **Chefs Corner**
- **Biden's Infrastructure Plan**
- **Guest Speaker on 5/13**
- **Educational Update**

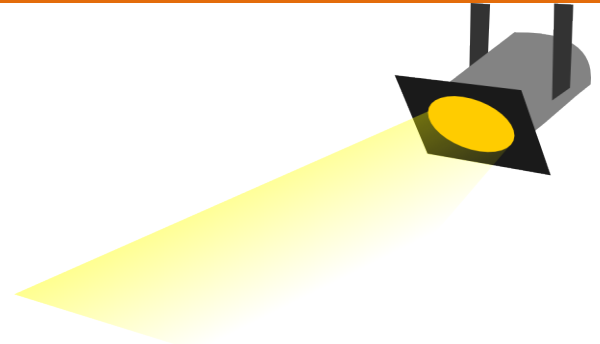
Member Spotlight

In this edition we shine a light on a few of our Chapter members from **Vermont!**



Karen Kotecki

**K. Kotecki Right of Way
Services, LLC.
Owner & President**



Company & Role: “I am President of my own consulting business, K. Kotecki Right of Way Services, LLC. I negotiate and secure easements, leases and land use permits for electric, telecommunications and other utilities in Vermont.”

Years of ROW Experience: “A long time - I believe it has been around 28 years!!”

Years of Membership with the IRWA and Any Chapter Roles Served: “As a matter of fact, I used to help write the Chapter 16 newsletter when I first got into the ROW field. I was an administrative assistant to the ROW manager at NYNEX (formerly NET&T) in VT which is when I became interested in the ROW profession. Annette Anson, my then mentor and now dear friend, trained me well. I have been an active member of the IRWA/Chapter 16 off and on since 1996.”

ROW Experience: “I began my ROW career supporting the NYNEX ROW manager in Vermont. When she retired, I was promoted into the position. After a couple of corporate acquisitions and name changes from NYNEX to Bell Atlantic to Verizon, FairPoint Communications purchased Verizon in 2008. In 2009, after a long and happy 26-year career at “the telephone company,” I decided to “semi” retire and create my own ROW consulting business. I did site/easement acquisition for several utilities in Vermont, including Green Mountain Power, Vermont Electric Cooperative, Sovernet, Vermont Telephone Co., Suncommon and Vermont Gas Systems. In 2015, Vermont Gas offered me a full-time position to manage the ROW team acquiring rights-of-way for a challenging 42-mile transmission line project, which I accepted. The project was successfully completed and after doing a stint managing their marketing and sales team, I decided to go back to what I love and what I do best - ROW! So, just this past February, once again, I started a ROW consulting business, and I am already happily working on several projects for Green Mountain Power. When I first entered the right of way profession, I was told by many of my colleagues that once it gets in your blood, it is difficult to leave. I have certainly found this to be true. I feel fortunate that I can say that I genuinely love what I do.”

(Cont. on Page 3)

If you could give one piece of advice to a novice in the ROW profession, what would it be?: “Always remember to be genuine when negotiating. If you are not, people will see right through it and will find it difficult to trust you and what you are saying. The second thing I would say, and most important, is about integrity. Integrity is the one thing you cannot afford to lose, ever! When I sit down at a landowner’s kitchen table and we begin to negotiate an easement, I always imagine that these folks could be my parents or my sibling or a good friend, and I ask myself, how would I want them to be treated by a ROW agent? The answer is always the same; with respect, honesty, fairly and by someone who is authentic. I have always believed that while you are negotiating for your client, you should always represent their best interests, however, you must never compromise your own principles while doing so.”

Favorite springtime activity in Vermont?: “My favorite springtime activity in Vermont is “waiting” for summertime in Vermont! Ha! Seriously, I am a bigger fan of summer, however springtime does allow those of us who hunker down in the winter, to go outside to walk in the warm sunshine, breathe in the clean fresh Vermont air and take in the beauty of the tulips, crocuses and daffodils poking up thru the last bits of snow! Every season in Vermont is magical and I feel lucky to be able to live and work in such colorful surroundings in our beautiful state!”



Sandy Fogg

Vermont Electric Power Company

Real Estate & Right Of Way Manager



Please join us in saying **CONGRATULATIONS** and wishing Sandy Fogg a wonderful retirement! Sandy has been an active member of Chapter 16 for many years and has contributed to the Chapter in many ways, most recently as the Utilities and Electric Committee Chair and she played a huge role in organizing the successful Region 4 Fall Forum that was held recently in Burlington, Vermont. In July Sandy will retire from VELCO as their Real Estate & Right of Way Manager. Over the course of her career, Sandy has served as a Laboratory Manager for a NJ sewage plant, the Environmental Coordinator for the first 400 tpd mass burn trash incinerator in NJ, the Environmental Manager for an independent power plant developer in NY, a Legal Assistant for a Vermont lawyer and a Legal Assistant to VELCO’s General Counsel. In 2002 she became VELCO’s Environmental/Transmission Engineer and it was then in 2006 that she ventured into her role in Real Estate and Right of Way where she has happily been ever since, enjoying how this role is an uncanny amalgamation of everything in her professional career. In her retirement I think we can be sure that Sandy will remain busy gardening, entertaining family and friends, visiting her children, playing with her dog Abby, traveling with her husband Alan, and renovating the house of her dreams on beautiful Lake Champlain. Sandy’s knowledge and ever positive energy will be missed in our Chapter! Thank you Sandy and enjoy retirement!

Upcoming Meetings & Events

May 13, 2021- General Membership Meeting – Virtual – Speaker, Marsha Campaniello – Officer Nominations

May TBD-TBD, 2021 – Online Ballot Voting Open for Officer Nominations

May TBD, 2021 – 2021 Chapter 16 Officer Installations – Virtual

June 6-9, 2021 – 67th Annual IRWA Educational Conference – San Antonio, TX

July 16, 2021 – 10th Annual Mini Golf Classic – Kimball Farms – Westford, MA



Jerry Manfra

is now Right of Way Appraisal Certified!
Congratulations to Jerry who earned his R/W-AC credentials in March.

Chef's Corner



Cauliflower Pizza Crust



- 1 head cauliflower, stalk removed
- ½ cups shredded mozzarella
- ¼ cups grated parmesan
- ½ tsp dried oregano
- ½ tsp kosher salt
- ¼ tsp garlic powder
- 2 eggs, lightly beaten

- 1) Preheat oven to 400 degrees F and line a baking sheet with parchment paper
- 2) Break the cauliflower into florets and pulse in food processor until fine. Steam in a steamer basket and drain well, pat with towel. Let cool.
- 3) Combine cauliflower with mozzarella, parmesan, oregano, salt, garlic powder and eggs in a bowl. Transfer to baking sheet and spread in a circle to resemble a crust. Bake for 20 minutes.
- 4) Add desired toppings and bake an additional 10 minutes.

Treat yourself to guilt free pizza! This delicious and health conscious version of your favorite pizza is easy and sure to be a crowd pleaser!

Biden Administration Infrastructure Plan



As 2021 kicked off and entered into a new Presidential Administration, like many the ROW industry has had its ears perked up waiting to learn what this change of leadership would bring in terms of infrastructure plans. Recently, President Joe Biden announced his \$2 trillion infrastructure and jobs plan with plenty of attention given to renewables, electric vehicles, and electric grid and broadband improvements. Below you'll find a brief summary of the plans highlights in terms of the ROW world. You can find the full Plan [here](#).

- \$100 Billion investment in the electric grid to update and modernize the grid making it more resilient and reliable, with more build out of transmission lines to harness wind and solar power by bringing it to large cities with a goal to lower energy bills for middle-class Americans, improve air quality, create jobs, and put us on the path to achieving 100% carbon-free electricity by 2035
- Investment tax credits to stimulate a 20 gigawatt high-voltage power line buildout
- Changes to the Section 45Q tax credit making it easier to retrofit existing power facilities for carbon capture and storage projects
- Establishment of a new Grid Development Authority at the DOE that will permit more use of existing road and rail ROWs and support creative financing tools to fund more high-voltage transmission lines
- \$100 billion investment in infrastructure to deliver reliable broadband to all Americans, especially targeting rural communities that lack infrastructure today
- \$174 billion investment in the electric vehicle market with grants and incentives for state, local and private sectors to build 500,000 EV chargers nationwide by 2030. Experts say a half million EV charging ports are still only a fraction of what's needed to make EV cars a main stream option in the future so we surely see more discussion of this
- Multi-billion dollar proposals to invest in economic development in rural areas which could spur the need for additional power, fiber and road assets and their associated ROW's
- \$115 billion investment in road and bridges with plans to repair 10,000 smaller bridges across the country
- \$85 billion for public transit investments including electrifying 20% of the nation's fleet of school buses.
- \$80 billion investment in Amtrak and freight rail
- \$111 billion for water infrastructure improvements
- \$42 billion for ports and airports with special focus on new technology and updating these facilities to handle more extreme weather caused by climate change
- For the first time, not-for-profit electric co-ops would eligible for direct-pay investment tax credits and production tax credits for projects related to clean energy generation and storage which could lead to increased technology innovation

Kelly, Erin, and Cathy Cash. "President Biden's Infrastructure Plan: What Electric Co-Ops Need to Know." *Cooperativie.com*, 2 Apr. 2021, www.cooperative.com/news/Pages/President-Biden-Infrastructure-Plan-What-Electric-Co-ops-Need-to-Know.aspx.

Tankersley, Jim. "Biden Details \$2 Trillion Plan to Rebuild Infrastructure and Reshape the Economy." *The New York Times*, 31 Mar. 2021, 7:26 a.m., www.nytimes.com/2021/03/31/business/economy/biden-infrastructure-plan.html.

Announcing IRWA's Virtual Classroom Program!

IRWA's virtual classes let you engage in courses delivered in real-time from your desk, home, or anywhere with an internet connection. Through an easy-to-use digital platform, IRWA Instructors facilitate live interactive courses, creating a classroom experience in a virtual environment.

SIGN UP TODAY

visit www.irwaonline.org



Upcoming General Membership Meeting

Virtual meeting – details to join will be sent at a later date

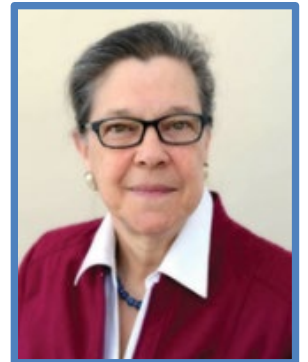
May 13, 2021

10 AM

Speaker – Marsha Campaniello, on Defining the Appraisal Problem Sleuthing for the Approach(es) to Value”

Membership meeting to follow

2022 Officer Nominations



Marsha Campaniello, a NH Certified General Appraiser for over 18 years, is owner of MMC Appraisal Services, after being affiliated with Fremeau Appraisal Inc. for many years. Marsha has enjoyed utilizing her appraisal experience in over 450 assignments throughout New Hampshire, while solving a large variety of “appraisal problems”. Her clients include banks; private investors; tax abatement consultants; NH Department of Transportation; municipalities; civil, bankruptcy and divorce lawyers; accountants; business and residential property owners; engineering firms; non-profit organizations; cell tower companies; utility companies; private and public schools; churches; golf courses; summer camps; equine property owners; and conservation groups. As a part of her practice, Marsha has been involved with over twenty legal cases for hearing testimony; as an expert witness; for depositions; in mediations; and legal declarations; with potential involvement in another ten pending legal cases. Marsha is also a charter member of the Investment Real Estate Roundtable since 2006; a group of area professionals that focuses on sharing knowledge related to investment real estate.



Educational Update

The COVID-19 pandemic brought the Chapter many challenges in hosting educational course opportunities in 2020. We have high hopes for 2021 though! With vaccines coming into play and out of state travel restrictions being lifted, we hope that by fall we can entertain the idea of an in person membership meeting and course offering with social distancing protocols in place. Until then, stay tuned for an online course offering that's in the works!



Help Us Help You!

Do you have courses that you need to take to achieve your next accreditation or to maintain your current certification? Drop a line to Patty Quinn at quinnpatriciaa@comcast.net. As the Chapter's Education Chair she's wonderful about taking those requests into consideration when selecting and developing Chapter hosted course offerings.

2021 Officer Nominations

If you're looking for a new way to be active within the Chapter, please reach out to Rick Pino and Trish Morrison! There are openings for 2021 Chapter Officers, including **Vice President**, and this is a great opportunity to hear your thoughts, share your inspiration and help guide the Chapter thru the next interesting and fun year! Nominations will be presented at the virtual May 13th General Membership meeting, followed by electronic voting. Officer Installations will occur separately in late May, date to be decided.

To become a nominee or ask questions please reach out to Rick Pino and/or Trish Morrison!

richardkpino@gmail.com ~ Trisha.M.Morrison@dot.nh.gov

CALL FOR NOMINATIONS

