

July 2025



The Coastal Compass

IRWA Chapter 56 Delmarva

Letter from the President

As we emerge from the challenges of the Covid era, I am excited to lead our chapter into a new year filled with opportunity and renewed energy. I want to start by expressing my gratitude to each of you for your continued dedication to our organization. As we look back on the past few years, it's clear that many of the practices and strategies we implemented were effective and have served us well. While the business landscape may have evolved, the core of our work remains largely unchanged. I believe that by taking the lessons we've learned and applying them to the coming year, we can achieve even greater success.



As I reflect on my own involvement with this organization, I have come to realize that it's so much more than just a means to an end. For too long, I viewed membership as a way to fulfill specific requirements for advancement within DelDOT. However, I've come to appreciate the true value of our chapter: the opportunity to share experiences, learn from one another, and grow both personally and professionally. By collecting experiences and insights from all areas and people, we can become better at our jobs and make a more meaningful impact in our field.

As we look ahead to the next year, I am committed to expanding our membership, education opportunities, and experiences. I want to hear from each of you to understand how our organization can support your goals and aspirations. Whether in public or private settings, I look forward to speaking with each of you to explore ways that we can work together to achieve great things. I am excited to lead this chapter, and I am confident that together, we can achieve great things. Thank you for your continued support and I look forward to a productive and successful year ahead.



Best Regards, Jim Roscoe ~ IRWA Chapter 56 President

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71st Annual Education Conference, Virginia Beach, VA, June 1 –4, 2025



Pro Tip: Don't sit behind the guy from Texas with the Cowboy hat if you want to see the presentation.

2025 Education Conference Takeaways

~ Michelle Glackin—One Year Director:

I spent Monday and Tuesday morning volunteering at the registration booth. During that time, I was asked to scan badges in an Appraisal class so attendees could receive credit. When the QR codes wouldn't cooperate, we reverted to a paper attendance sheet—which meant I had to stay in the room and ended up sitting in on the session. With no background in appraising, I found myself asking questions that sparked great discussions and made the session unexpectedly engaging.

Afterward, a presenter even stopped me to ask how to connect with DOT staff without existing contacts. I shared a few ideas, collected the attendance sheet, and returned to registration—only to realize I'd been stationed at the Help Desk. Suddenly, I was solving all kinds of problems: where to stash luggage, what a Plenary Session is, how to update classroom signage, and more. Being that I knew literally knew none of the answers, the running joke was that my badge name should be changed to "I Know Nothing". Along the way, I met incredible professionals from across the U.S. and beyond. The depth of knowledge in every room was inspiring, and I truly believe every Right-of-Way professional should experience this conference.

~Jim Roscoe—President:

The conference provided a valuable opportunity to connect with a diverse group of Right-of-Way professionals from around the world, exceeding expectations in terms of the breadth of representation. The event's format was as anticipated, given past experiences at large conferences and trade shows. A key highlight was the chance to engage with attendees from various regions, including a group from Africa, which broadened perspectives on the global aspects of Right-of-Way work.

A significant realization from the conference was the interconnectedness of seemingly disparate industries and issues. For instance, the link between fishing in the wild seas and Right-of-Way implications was an unexpected but revealing connection. This take-away has potential for further exploration and could lead to innovative solutions. Overall, the conference provided a platform for learning, networking, and setting goals for growth and increased connectability within the organization.

~ Laura Peretiatko—Vice President, Education Committee Chair and Real Property Asset Management Committee:

I attended several break out sessions, but my biggest takeaway from this conference centered on leadership roles and effective strategies for marketing our Chapter to maximize its impact. It became clear to me that our Chapter had so much untapped potential. I left the conference with a renewed commitment to take action—energizing our Chapter, updating our website, restarting the newsletter, establishing a presence on social media and expanding our outreach to agencies and firms beyond DelDOT.

One session that especially stood out was the presentation on the Hampton Roads Bridge Tunnel Expansion Project. The scale and complexity of the project were truly impressive and inspiring. I highly recommend learning more at www.HRBTExpansion.org

~Debbie Kukulich—Electric & Utilities Committee:

IRWA Education Conference provided me to see what challenges others faced especially in the utility realm. My main interest was to learn about was the railroad process, new Hampton Roads Tunnel's construction, and Offshore Wind Power to name a few.

1. During the Railroad Right-of-Way Research and the Effects on Utility Projects session, I learned we can research the railroad ROW by using the Railroad Valuation Maps which are available online. A railroad chart was given to each state giving them certain rights.
2. I learned about the huge undertaking of Tunneling Hampton Road since the original tunnel was the World's first tunnel between man-made islands - 1957. VDOT is constructing a new tunnel and it is the first new trestle at Hampton Road in 50 years and the first for VDOT. Additionally, To bore the new tunnel, a custom built tunnel boring machine named "Mary", was built. Mary was 430 ft long, 46 feet in diameter, and weighted 4,700 tons. It is the second largest bore machine in North America. What a project.
3. A Korean representative provided insight on what the challenges were for installing offshore wind power. Of these challenges was eliminating fishing areas around the turbines and the damages they create. Most cases, they change the current speeds, seabed sedimentation, spread of suspended solids, and underground noise.

Above all, it was a wonderful opportunity to speak with others in the ROW industry and learn of their vast experiences so that I could built on my knowledge.

Chapter 56 Officers, Committee Chairs, & Industry Committees

President: James Roscoe

President Elect / Vice President: Laura Peretiatko

Secretary: Sarah Day

Treasurer: Cheryl Thomas

Two Year Director: James Roscoe

One Year Director: Michelle Glackin

Membership Chair: Maureen Zito

Professional Development Chair: Ann Heidrick

Education Chair: Laura Peretiatko

Website Development Chair: Roland (Rusty) O'Toole

Electric & Utilities Committee: Debbie Kukulich

Real Property Asset Management Committee: Laura Peretiatko

Environmental Committee: **Vacant**

Oil & Pipeline Committee: **Vacant**

Public Agency Committee: **Vacant**

Real Estate Law Committee (Eminent Domain & Compulsory Expropriation Purchase Update): **Vacant**

Relocation Assistance Committee: **Vacant**

Surveying & Engineering Committee: **Vacant**

Transportation Committee: **Vacant**

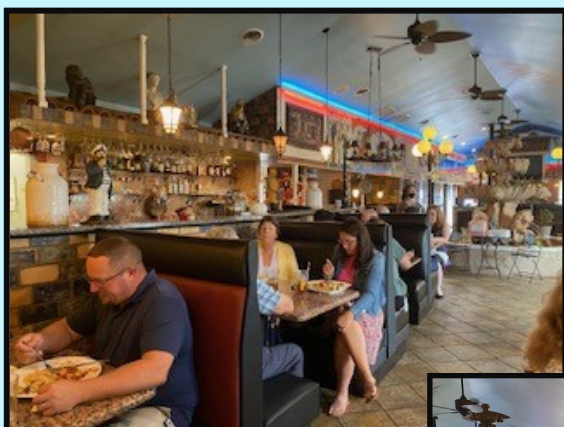
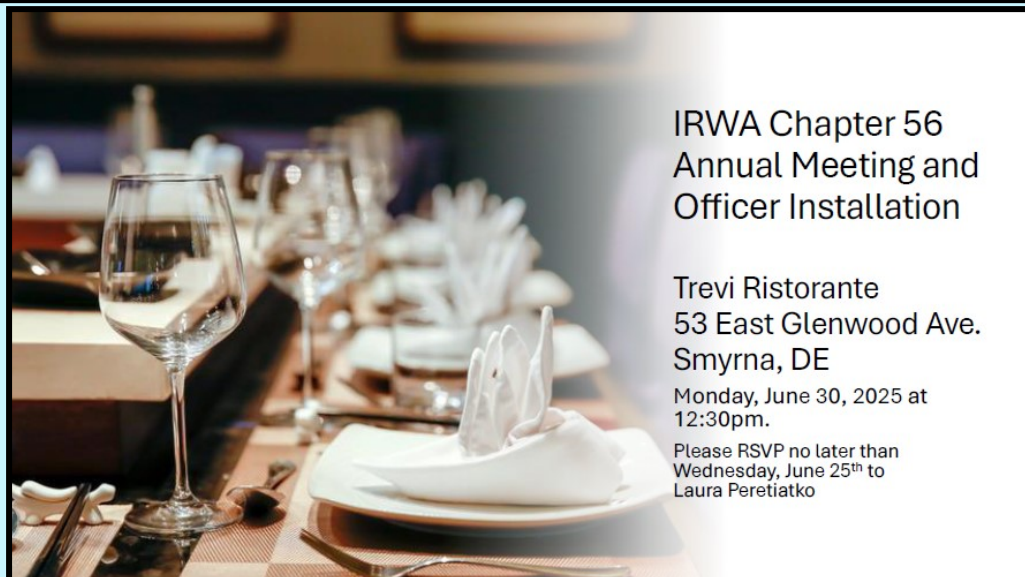
Valuation Committee: **Vacant**



We are looking for members who are interested in becoming subject matter experts in their field by stepping into the vacant Industry Committee roles. Please reach out to Jim Roscoe or Laura Peretiatko if interested in representing Chapter 56.



2025 Chapter 56 Officer Installation



Professional Development and Enrichment Opportunities



August 25 - 26, 2025
8am-5pm (EST)
Dover, DE

Course 200

Principles of Real Estate Negotiation

- Will provide a general overview of several types of negotiations
- To provide an understanding of the “must do’s” of pre-negotiation by creating your own individual negotiation style
- To elevate the process of negotiations through effective communications when dealing with an assortment of professionals to include attorneys and other “powerful” owners.
- To foster an understanding of the common issues, tactics, and pitfalls in negotiations.

Instructors:
Cyndi Whelpley, SR/WA
and
Krista Chambers, SR/WA



200 Principles of R. E. Negotiation

Start Date: 08/25/2025

End Date: 08/26/2025

No. of Days: 2 days

Course Level: Core

CEU Credits: 16.00

Start Time: 8am-5pm

Tuition: \$415.00 Member / \$575.00 Non-Member

Sponsored By: Chapter 56

Course Description: This two-day, beginning-level course is designed to first introduce you to the primary communication principles and concepts associated with right of way acquisitions. The course begins with a brief introduction of the three major types of negotiation: Integrative, Bargaining, and Intra-Agency. Next, there is a discussion of the basic negotiation principles, as well as the characteristics and attitudes of successful negotiators. From there, you will engage in an in-depth study of the acquisition process and be introduced to a plan for effective negotiations. The course concludes with a discussion of the most important communication variables affecting negotiations and strategies to employ when negotiations fail.

INSTRUCTORS:

Krista Chambers, SR/WA

Owner, Rocky Mountain Land Solutions

Cyndi Whelpley, SR/WA, R/W-RAC started her right of way career with Caltrans in 1992 after graduating from San Diego State University with a bachelor's degree in public administration. She moved to Washington state in 2000 and has worked for Puget Sound Energy, the Washington State Dept. of Transportation and on local agency projects with Universal Field Services, Inc. Cyndi is currently a Project Manager with HDR, Inc. based in their Everett office. She has also served in the U.S. Naval Reserves with Seabee battalions in the Pacific Fleet, NAS Whidbey Island VR-61 squadron and as a Protocol Officer with the Vice Admiral of the Naval Reserve in New Orleans. Cyndi is a past recipient of the Chapter 4 Professional of the Year award, 2018 Balfour Award Finalist and 2020 Region Professional of the Year. She currently serves as Secretary of the International Executive Committee. She has earned a master's degree in organizational leadership from Chapman College and completed the University of Washington's Project Management Certification program. Cyndi has a heart of service and actively involved in her community with the Rotary International, Soroptimist International of the Americas and serving as a Board member on the Scleroderma Foundation of the Northwest Chapter.

FACILITY INFORMATION:

Delaware Department of Transportation
800 Bay Road
Dover, DE 19901
Phone: 302-760-2223

Click to Register: <https://www.irwachapter56.com/about-1-1>

Participant Capacity: 30

Hotel Accommodations:

SpringHill Suites by Marriott
208 Dominus Drive
Frederica, Delaware 19946
Phone: 302-585-8586



Professional Development and Enrichment Opportunities

Course 219

Adult Communication Principles and Methods

- To elevate your understanding of the three different methods of communication: presentation, instruction, and facilitation
- To understand the differences between each method and when to use them
- To be able to demonstrate each method of communication effectively
- To be able to engage in instructional exercise that empowers you to determine which method of communication to employ when presented in different scenarios



Instructors

Cyndi Whelpley, SR/WA
and
Krista Chambers, SR/WA

August 27 - 28, 2025

8am-5pm (EST)

Dover, DE



219 Adult Communication Principles and Methods

Start Date: 08/27/2025

End Date: 08/28/2025

No. of Days: 2 days

Course Level: Intermediate

CEU Credits: 16.00

Start Time: 8am-5pm

Tuition: \$415.00 Member / \$575.00 Non-Member

Sponsored By: Chapter 56

Course Description: This course introduces three primary methods to communicate effectively with any type of audience you may encounter and provides the necessary tools to improve your daily communication skills. Participants will engage in instructional exercises that will empower them to determine which method to employ in different situations, set the stage, and deal with fear of speaking in various situations. Moreover, participants will learn about the three types of communication: presentation, instruction, and facilitation; time management; accepting constructive feedback; facilitation preparation; practice and delivery; and handling disruptions and disturbances, including conflict and working toward resolution.

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FACILITY INFORMATION:

Delaware Department of Transportation

800 Bay Road

Dover, DE 19901

Phone: 302-760-2223

Click to Register: <https://www.irwachapter56.com/about-1-2>

Participant Capacity: 22

Hotel Accommodations:

SpringHill Suites by Marriott

208 Dominus Drive

Frederica, Delaware 19946

Phone: 302-585-8586



Professional Development and Enrichment Opportunities



Course 102

Elevating Your Ethical Awareness

- To elevate ethical awareness in our industry to ensure we serve our clients and the profession to the highest standard
- To provide a clear understanding and clarity of our Code of Ethics, Ethical Rules and Standards
- To be educated on the risks associated with non-ethical behavior
- To cultivate an active presence of ethical awareness in daily work and life
- To nurture an understanding of Ethics as a concept and social construct

August 29, 2025
8am-5pm (EST)
Dover, DE



INSTRUCTORS:
Cyndi Whelpley, SR/WA
and
Krista Chambers, SR/WA

102 Elevating Your Ethical Awareness

Start Date: 08/29/2025

End Date: 08/29/2025

No. of Days: 1 day

Course Level: Ethics

CEU Credits: 8.00

Start Time: 8am-5pm

Tuition: \$265.00 Member / \$385.00 Non-Member

Sponsored By: Chapter 56

Course Description: This course is intended to help resolve ethics and compliance issues by providing the information, tools and resources necessary to make good decisions. Participants will leave this course with an overview of IRWA's Code of Conduct, Rules and Standards. These are what guide us and provide an understanding of how to apply this knowledge in serving our clients and members in the utmost ethical manner while always striving to fulfill our purpose of "improving the quality of people's lives through infrastructure development."

INSTRUCTORS:

Krista Chambers, SR/WA

Owner, Rocky Mountain Land Solutions

Cyndi Whelpley, SR/WA, R/W-RAC started her right of way career with Caltrans in 1992 after graduating from San Diego State University with a bachelor's degree in public administration. She moved to Washington state in 2000 and has worked for Puget Sound Energy, the Washington State Dept. of Transportation and on local agency projects with Universal Field Services, Inc. Cyndi is currently a Project Manager with HDR, Inc. based in their Everett office. She has also served in the U.S. Naval Reserves with Seabee battalions in the Pacific Fleet, NAS Whidbey Island VR-61 squadron and as a Protocol Officer with the Vice Admiral of the Naval Reserve in New Orleans. Cyndi is a past recipient of the Chapter 4 Professional of the Year award, 2018 Balfour Award Finalist and 2020 Region Professional of the Year. She currently serves as Secretary of the International Executive Committee. She has earned a master's degree in organizational leadership from Chapman College and completed the University of Washington's Project Management Certification program. Cyndi has a heart of service and actively involved in her community with the Rotary International, Soroptimist International of the Americas and serving as a Board member on the Scleroderma Foundation of the Northwest Chapter.

FACILITY INFORMATION:

Delaware Department of Transportation

800 Bay Road

Dover, DE 19901

Phone: 302-760-2223

Click to Register: <https://www.irwachapter56.com/general-clean>

Participant Capacity: 30

Hotel Accommodations:

SpringHill Suites by Marriott

208 Dominus Drive

Frederica, Delaware 19946

Phone: 302-585-8586



Right of Way in the News

City of Charlottesville using eminent domain to acquire right-of-way and easements

CHARLOTTESVILLE, Va. (WVIR) - The City of Charlottesville is using its right to take private property without an agreement from the land owner.

Monday night, May 5, City Council voted to move forward in using eminent domain to acquire right-of-way and easements needed for two pedestrian improvement projects in the works.

The first for is the East High Streetscape project.

“Wider sidewalks, bike lanes, landscaping, along with upgrades to intersections and better accessibility,” Charlottesville Deputy Director Michael Goddard listed off during the meeting.

The other deals with an improvement project at the Barracks Road and Emmett Street intersection, as well as a 6 inch path going up Barracks Road to the Buckingham Road intersection.

“Making it a little easier to cross the street there and to provide a little bit wider sidewalk up the hill,” Goddard said.

The projects have impending construction start times, beginning in 2026.

“If we don’t have the right of way to keep those projects moving we won’t be able to keep them on schedule,” Goddard said. To get those right-of-ways and easements, the City said it made deals with 19 of the 26 people whose property is affected, but wants to use eminent domain to acquire the rest.

Before casting a vote Monday night, Council gave the public a chance to weigh in. No one spoke and Council unanimously approved the resolutions.

“I fully support this, I think it’s unfortunate the scale of projects in this area were significantly reduced because of the fear of acquisition of land from wealthy homeowners in the area,” Councilor Michael Payne commented.

For any land acquisition, Charlottesville must pay the land owners what is deemed to be fair compensation. According to the staff report, the city estimates this acquisition will run around \$130,000.

Member Feature:

Kenneth S. Feaster, Jr. Esq.

Ken Feaster has been a dedicated member of the IRWA since 2018 and brings with him a wealth of experience in Real Estate Law, having begun his career in Delaware in 2003. Currently serving as a Deputy Attorney General, Ken represents the Department of Transportation, where he plays a key role in managing complex land interests, road abandonments, and a wide range of real property agreements—including acquisitions.



Ken recently reached a significant milestone by being accepted into and successfully completing the prestigious PEAK Instructor Development Training Program. With this accomplishment, Ken becomes Chapter 56's very first certified IRWA Course Instructor.

He is set to begin teaching the 800 series Law courses while continuing his work toward earning the SR/WA designation.

Please join me in congratulating Ken Feaster on his exemplary achievements and continued contributions to our profession and community!

New Member Features:

Denise Moore

Monica Fibelkorn

Bobby Reed

Ashely Freeman

Pao Lin

Welcome

Upcoming Events:

Executive Board Meeting: July 23, 2025—Time TBD

General Member Meeting: September 3, 2025—12pm, Location TBD

Fall forum—Annapolis, Maryland—September 17—19, 2025

Courses 200: Aug 25—26, 2025—**Dover DE DelDOT Felton Farmington Rm**

Course 219: Aug 27—28, 2025—**Dover DE DelDOT Felton Farmington Rm**

Course 102: Aug 29, 2025—**Dover DE DelDOT Felton Farmington Rm**

Executive Board Meeting: October 8, 2025 Tentative

General Member Meeting: November 19, 2025

Course 800 **Virtual** Class—October 13, 2025

Course 100 **Virtual** Class—November 20, 2025

Course 400 **Virtual** Class – December 16, 2025

Holiday Gathering: December TBD

Sponsorship Opportunities:

NEWSLETTER SPONSORSHIP \$200

An Annual Sponsorship of \$200 places your company logo on our bi-monthly newsletter.

An Annual Sponsorship of \$500 places your company logo on our bi-monthly newsletter as well as a direct link your company's webpage on our Chapter webpage.

NEWSLETTER AND WEBSITE SPONSORSHIP \$500

Newsletter, Website, and Diamond Forum Sponsorship \$1,000

An Annual Sponsorship of \$1,000 places your company logo on our bi-monthly newsletter, our website and gives you Diamond level sponsorship for our Forum.