SARWA
South African Right of Way Association
Region partner of IRWA IRWA

Newsletter

Newsletter

January 2025 (2024 (2/2))

Letter from the SARWA President

Dear Esteemed member of South African Rights Association (SARWA)

The year 2024 has come to an end and as we look forward to the new year 2025, SARWA EXCO would like to take this opportunity to celebrate the success of the organisation made possible by the dedication, loyalty and support from its members.

I would like to thank the members of EXCO who have dedicated their time to guide the SARWA ship to the end of the 2024 journey, into the new year 2025. The success of the SARWA has been made possible by the small team dedication and strong leadership of the team. I would like to also say thanks and appreciation of the international Rights of Way (IRWA) for the support provided for the success of SARWA.

As the president of the SARWA I hope all our members had a happy festive season and happy new year. SARWA is looking forward to an even greater 2025.

Kind regards

SARWA President - Gift Matsabatsa

SARWA 27th Annual Education Conference, 6 to 7 March 2025

The Annual Educational Conference during March at the **CSIR International Convention Centre in Pretoria**, is the highlight event of the year for the South African Right of Way Association.

The event remains exciting and as usual promises great informative and interesting presentations by speakers who contribute voluntarily towards education within the Right of Way industry.

Part of the event highlights are the Annual General Meeting **(AGM)** and announcements of **new SARWA members**. And the announcement of the new incoming SARWA President.

DAY1 – 6 March 2025

08h00	**Registration**
08h45	**Opening and Welcome by Gift Matsabatsa (SARWA President)**
1 Speaker	**09h00 – Nqobile Khanyile - Chief Director: Compliance Monitoring & Enforcement** The importance of Dept. Mineral Resources and Energy on their Section 53 applications
2 Speaker	**10h15 – Denise Skinner, SR/WA, PMP – President of the International Rights of Way Association.** International Rights of Way Association – IRWA Strategic Plan. Does it increase educational opportunities? Does it increase the quality of our educational offerings? Does it bring value to the members?
3 Speaker	**10h30 – Milicent Solomons – DFFE Director: Prioritised Infrastructure Projects.** NEMA Regulations.
10h45	**Tea / Coffee break**
4 Speaker:	**11h15 – Brian Mtwa – Technical Director Infrastructure Transnet SOC Ltd.** Transnet privatisation of sections on their infrastructure.
5 Speaker:	**12h15 – Olga Mlaudzi.** Drones' usage for route selection, encroachment monitoring amongst others.
13h15	**Lunch**
14h15	SARWA Annual General Meeting **(AGM)** and Introduction of incoming SARWA President.

DAY2 – 7 March 2025

08h30	**Registration**
1 Speaker	**09h00 – Pierre Schnetler – Professional Valuer for PS Valuers.** Consideration in respect of compensation for rural relocation for right of way activities.
10h00	**Tea / Coffee break**
2 Speaker	**10h30 – Speaker pending.** Encroachments and how to avoid this/The role of GIS in the rights of way field.
3 Speaker:	**11h45 – Speaker pending.** Land Management what is the process after negotiations.
4 Speaker:	**14:00 – Andries Thebe – Land and Rights Manager (Trans-Caledon Tunnel Authority).** TCTA projects / In construction and planned.
13h00	**Lunch**
End	

TOPICS – 2026

The following interesting topics are listings for the SARWA Annual Educational Conference – 2026

1. ESKOM Expropriation Process and Case Study!
2. The role of GIS in ROW!
3. The role of GIS in ROW!
4. How infrastructure servitudes impact farming and water rights!
5. Institutions presenting future projects nationally!

Rights of Way Training Curriculum

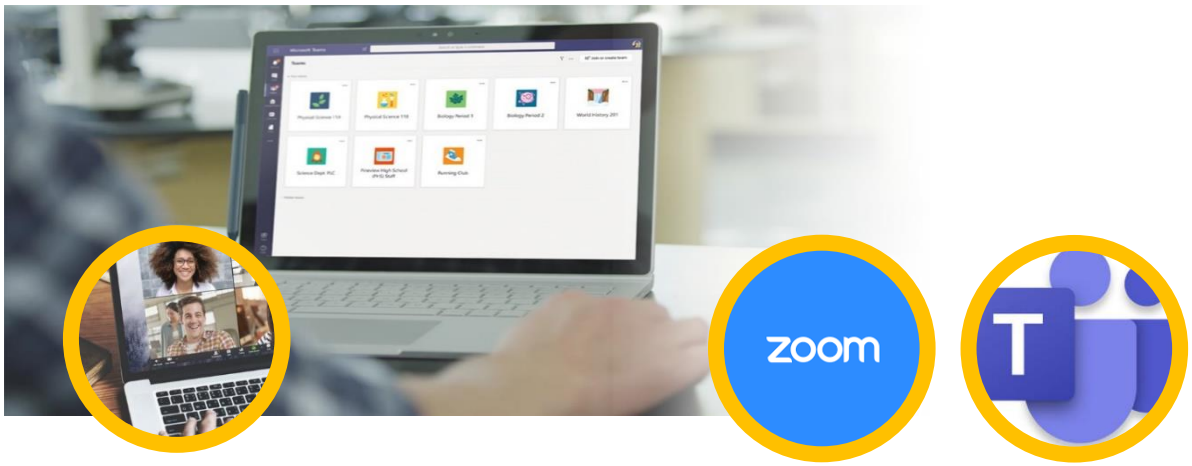
Event	Location	Date	Closure	Cost
1 SARWA 27th Annual Education Conference 2025	Gauteng (CSIR - Pretoria)	6 - 7 March 2025	23 February 2025	R5,000
2 Servitude Valuations & Land Rights Acquisition Workshop (Day 1 Practical, Day 2 Case study) (VIRTUAL)	Gauteng (Online)	25-26 September 2025	19 Sep 2025	Members R3,000 Non-Members R3,800 Students R2,000
3 Application of Spatial Information for Land Use – Map & Plan Reading	Pending	Pending	Pending	Members R4,200 Non-Members R5,000 Students R2,000
4 Community of Practice / Rights of Way Training Session	Pending	Pending	Pending	Pending
5 C100SA Principals of Land Acquisition	Pending	5-6 August 2025	Pending	Members R3,000 Non-Members R3,800 Students R2,000
6 Ethics and the right of Way Profession – C103 – 1 day Course	Pending	Pending	Pending	Members R1,900 Non-Members R2,500

Please send an email to info@sarwa.co.za if interested to register for an online course for the event that you wish to attend. Additional ONLINE courses can be held throughout the remainder of the year and in any Province if there is a demand. To initiate such an event the only criterion is that there must be a minimum of 10 attendants. Additional courses available in this way are:

Registration closure dates are important, please ensure you register timeously. SARWA wishes you continuous professional development by attending these informative events.

SARWA courses and workshops….

EDUCATION



1. **Course**
   Land & Rights Education Program

2. **Course 213**
   Conflict Management

3. **Course 100SA**
   Principles of Land Acquisition

4. **Course 103**
   Ethics and Rights of Way

5. **Course SVLRA1**
   Servitude Valuations for Land Rights Acquisition

SARWA
South African Right of Way Association
Region partner of IRWA IRWA

Newsletter

EXCO updates & meetings…

The Executive Committee is responsible for the day-to-day planning and management of SARWA, a non-profitable educational organization. The panel consists of members of SARWA, voluntarily availing their time and expertise to bring continuing educational material, speakers, and events to the members.

The executive committee members are professionals in private industries, state- and state-enterprise institutions.

Annual meetings and workshops help improve the importance of education, and identify new speakers of interest and training, pertaining to the National Rights of Way Industry.

The panel is broken up in individual tasked committees and a chairperson, each responsible for feedback on prior and continuing tasks. Which includes the main SARWA Annual Educational Conference.

SARWA Executive Committee 2024

MARKETING & COMMUNICATION

Lourens Nel (Chair)

Gift Matsabatsa (President)

EDUCATION

Ernest Grunewald (Chair)

Rio Kgatle

Busisiwe Buthelezi

Ziyanda Mdoda

NOMINATIONS & ELECTIONS

Oupa Mashabela (Chair)

Mamokete Mafumo

FUNDS

Ig van Rooyen (Chair)

Lerato Mokgwatlheng

PROFESSIONAL DEVELOPMENT

Lungile Motsisi (Chair)

Andries Thebe

ADMINISTRATION

Ernest Grunewald (Information)

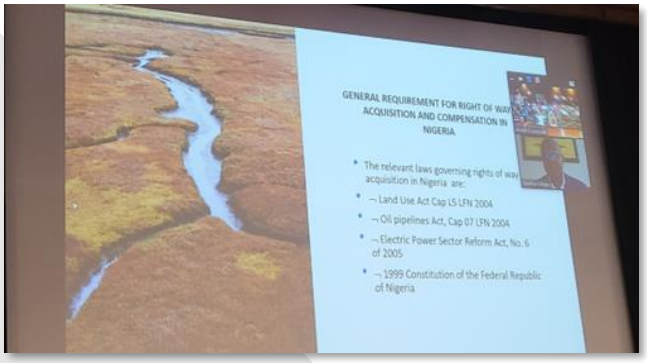
Dada Nel (Facebook)

Gareth Bester (Website)

SARWA 26th Annual Education Conference, March 2024…

The two days started of with registration and social networking at the CSIR International Convention Center in Pretoria.

Highlights


GENERAL REQUIREMENT FOR RIGHT OF WAY ACQUISITION AND COMPENSATION IN NIGERIA
The relevant laws governing rights of way acquisition in Nigeria are:
– Land Use Act Cap L5 LFN 2004
– Oil pipelines Act, Cap 07 LFN 2004
– Electric Power Sector Reform Act, No. 6 of 2005
– 1999 Constitution of the Federal Republic of Nigeria

SARWA General EXCO Meeting *(Boardroom sponsored by Uniqueco Property Valuers)*

At these meetings great ideas and initiatives for future events, educational workshops and social exposure are created and discussed. Most of the EXCO members travels far and at own expense. Being part of an organisation such as SARWA, has its demands, however also its satisfactions……

"The 70th Annual International Education Conference at Long Beach, California, from June 23 to 26, 2024, was once again a great success".

The 2025 Conference Host Committee is excited to welcome you to Virginia Beach, VA, from June 1 to 4, 2025, for the 71st Annual International Education Conference! Plans are in motion to bring you a dynamic and educational event with some exciting additions. Stay tuned for updated information as we make announcements on this conference website!

The International Right of Way Association (IRWA) is a professional member organization comprised of global infrastructure real estate practitioners. Our purpose is to improve people's quality of life through infrastructure development. Since its inception as a not-for-profit association in 1934, IRWA has served professionals who acquire, manage and transfer the land rights needed for building and maintaining energy and transportation infrastructure. Recognized for our high ethical standards, commitment to integrity and professional excellence, IRWA's nearly 8,000 members hail from countries all around the world. We are united by our profession and mission to empower professionals by elevating ethics, learning and a standard of excellence within the global infrastructure real estate community.

Check out the Virginia Beach Conference Facebook for useful information about the conference, including advice from locals on how to make the most out of your experience!

THE COMPOSITION OF THE EXCO BOARD

- President
- Vice-President
- Treasurer
- Secretarial
- International Director
- CFO (Co-opt)
- Ranking Members
- Community of Practice Chair

ACADEMIC INSTITUTIONS

"Interacting with appropriate faculties and institutions of higher learning offer educational support and membership to students in the academic sector. ***The education portfolio*** contentiously investigate the feasibility and develop student packages for the Association

REGULATIONS GOVERNING THE RIGHT OF WAY ACTIVITIES

"All existing and new regulations governing the spheres of the right of way profession are distributed for members to understand the industry's regulatory framework".

EDUCATIONAL COURSES OFFERED BY SARWA & IRWA

"SAWRA offer courses which ensure all members to understand the purpose of the association, its constitution and principles. These courses are developed by the Education Committee which talk to the unique South African industry, structured, scheduled and marketed properly. With emphasized benefits and accreditation points if any applicable".

IRWA AND/OR INTERNATIONAL VISITS

"Mandates and feedback from international visits on behalf of SARWA are communicated with members to emphasize on the value it adds to the Association. Communication empower the SARWA representative(s) with mandates given by members. The International Director use any of the SARWA platforms to showcase milestones and achievements reached through the association/partnership with IRWA and any other regional Right of Way Associations".

A look inside Johannesburg Water's R729 million renovation plans

Jun 26, 2024, | Walter Stewardshio

1 The system itself

Johannesburg Water uses an interconnected system that operates by ensuring constant flow, we previously reported on how the Randburg system operates, and this means that the tower and reservoir systems are not necessarily designed with storage in mind. Taking cues from the water outages it has faced over the past few years Johannesburg Water intends to increase the storage capacity of its reservoir systems to mitigate such events such as supply-side challenges. Currently, the required minimum in annual daily demand (AADD) for capacity is 24 hours for reservoirs and 4 hours for water towers. The water authority claims 1943 Megaliters (Ml) of combined storage with 1621 Ml per day of AADD which translates into 29 hours of storage, 5 hours more than the minimum.

This however reflects the combined storage, and there are water districts where the storage falls below the minimum such as Bryanston, Forest Hill, Erand tower and reservoir water districts, President Park and the often in headlines Hurst Hill system.

2 The proposed upgrades

There are five projects that fall into the medium to long-term measures that Johannesburg Water will embark upon.

New Crosby bulk infrastructure project, including a pump station, rising main and Randwater supply line. The scope includes installing a standby generator to mitigate the effects of load shedding and improve pump efficiency to the Brixton reservoir including a booster pump to supplement supply to Hurst Hill from the Crosby Reservoir. The project is expected to run for 18 months, cost 220 million rand, and begin in September 2024. This project is currently in the procurement stage.

Construction of a new tower with 1.4 Ml of storage, and a new reservoir with 22 Ml of storage in Brixton. This project will run for 18 months, cost 292 million rand and is expected to begin in April 2025.

Upgrading the Erand Tower system by constructing a 2 Ml tower and pump station along with the associated pipework to allow for sufficient pressure in high-rise areas of the Erand/Midrand area. This project will run for 18 months, cost 77 million rand and is expected to begin in May 2025.

Construction of the 22 Ml Woodmead reservoir is expected to run for 18 months, cost 51 million rand and is expected to kick off in July 2025.

Construction of the 20 Ml Carlswald reservoir is projected to take 18 months. Cost 89 million rand and begin in February 2025.

These medium to long-term measures to improve storage in areas that need it will collectively cost 729 million rand, a significant investment in water infrastructure.

3 New ways forward

Along with these measures Johannesburg Water intends to implement new technologies to aid them in their service delivery.

Water demand management is a crucial element in the functioning of the water system, and adopting real-time data and online tools can provide a more efficient approach to managing the water demand of the feeder areas. This requires integrating IT solutions with existing frameworks to achieve a more efficient system.

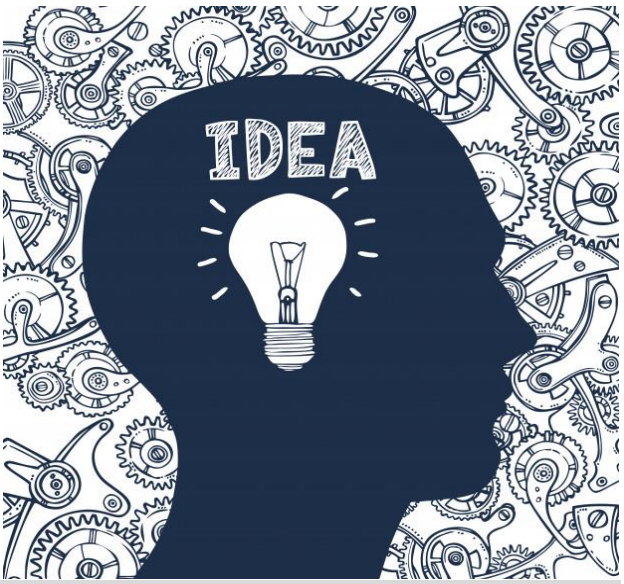
The use of smart metering improves the revenue collection stream of the city as well as improves the understanding of the water users about where and what they use water for. This empowers users to monitor their own water usage and provides better billing and revenue collection for the city.

Keeping with revenue collection an automated remote valve restriction can ensure that non-payment results in a restriction of water usage which will provide the minimum water flow and uphold the right to right but encourage payment for water use.

Nowadays there is an app for everything, and an app that provides real-time data visualisation where users can give input that can better their own experience is something that would show the city is taking great steps in involving its customers. The Ops App is just that Johannesburg Water is looking to expand its use.

4 Keeping its Blue Drop

As the best-performing Water Services Authority in Gauteng, achieving a 98.1% score on its Blue Drop report, Johannesburg Water intends to keep and improve on its score with its significant investment into existing and new infrastructure as well as keep its water in the 21st century by integrating new technologies.



1

Since waste is an inevitable byproduct of development, effective waste management is essential. While there are newer technologies available nowadays, there remains a need for landfills. Landfills are not the pits of rot that they once were, and green landfills are becoming the standard. The concept of "green landfills" is new in most countries but Nico Vermeulen, Operations Director at EnviroServ says, "significant effort is required to ensure that a landfill is green and enhances environmental sustainability." This does beg the question of how a green landfill differs from a regular landfill.

Making landfills greener

Esme Gombault, Group Technical Director at EnviroServ Waste Management.

Sep 19, 2024, | Articles Landfills News

Green landfills

Esme Gombault, Group Technical Director at EnviroServ Waste Management, notes that the real difference is a simple change of approach to the way these landfills are engineered and operated. This includes the basics such as 100% compliance with regulations, but also activities like, "gas extraction and treatment, and progressive capping, which eventually creates a sustainable environment" says Esme. Nico adds, "Essentially it is going above and beyond what is expected in terms of compliance with the goal to give back to the environment. When gas is extracted and treated, the site gives back more than it's taken."

2

Nico and Esme identify these three features as the signs of a green landfill:

Progressive capping: This is the process of dividing the land into plots or cells. Nico says, "Developing a landfill is capital-intensive so the idea is that you don't develop the entire site but rather section the development." What distinguishes a green landfill from a regular one is that when one cell is full rather than leaving it (as there is no legal requirement that requires progressive capping) the cell will be rehabilitated. This ensures the land use for waste management is sustainable and the area that was once filled with waste is integrated back into the environment. When a landfill is not operated as a green landfill it can eventually be capped but Nico says that "there are other measures we can put in place such as temporary capping. This has similar operational benefits as the permanent cap but is a short-term solution when the cell is not ready to be capped permanently." Nico and Esme highlight that environmental goals often support social objectives. By implementing progressive capping and developing green landfills, operators not only reduce the impact on communities living near landfills but also contribute positively to the broader environment, promoting sustainability and well-being for all.

Gas extraction: Landfills produce methane – a greenhouse gas – that if not managed properly has adverse effects on the environment. The landfill will produce methane, so it is a question of what to do with it. The traditional method is flaring, where the gas is burned. While it may not sound green, flaring allows for methane to be converted into CO2 which is l28 times less harmful to the environment. There are other ways of handling the gas that are attractive such as collecting the gas and selling it or using the gas to generate energy. Nico says, "The energy generated could be used onsite or selling electricity and the gas can help implement the green initiatives on a landfill." Methane is measured via probes installed on the perimeters of the site and measures for sub-surface gas flow. This is currently quite a difficult task but EnviroServ is using technology from the Suez Group, an international company specialising in circular water and waste solutions. (The Suez Group together with Royal Bafokeng Holdings and African Infrastructure Investment Managers bought EnviroServ in 2022). Gas used for electricity is highly site-dependent. Once a site is deemed appropriate, the gas can be fed into generators that are attractive because they can fit into the grid and are not weather-dependent like solar.

Leachate treatment: Leachate refers to water that has passed through a solid and extracted soluables. In landfills, this produces a rather unpleasant liquid filled with harmful solubles from the waste. All green landfills employ methods for treating leachate, utilising various technologies. Examples of such facilities are operational at the Aloes, Nyamasoga, and Shongweni sites.

Nico Vermeulen, Operations Director at EnviroServ.

3

Esme says that this push for greener and green landfills is not just a regulatory push but a commitment to doing better for the environment.

As Nico highlighted earlier, landfills require significant capital investment, and green landfills are particularly costly. Therefore, the ability to sell gas or generate electricity from these sites offers an opportunity to offset some of those costs. Esme highlights that "having shareholders who understand and care about the industry is beneficial. There is no need to explain why going green is a good option, as they inherently understand that 'green is good' from the outset."

Vissershok Integrated Waste Treatment Facility

infrastructurenews

EU Commits R628 Million in Grants to Boost South Africa's Green Hydrogen Ambitions

Sep 10, 2024

The European Union (EU) has committed R628 million (€32 million) in grants to support the development of South Africa's emerging green hydrogen industry and promote net-zero-related investments across Transnet's rail, port, and pipeline operations. This funding aims to prepare South Africa for the production and storage of green hydrogen, enhancing its role in the global energy transition.

The new grants complement the EU's existing Just Energy Transition Partnership with South Africa. The funding was announced by European Commissioner for Energy Kadri Simson during a briefing in Pretoria, where she met with South Africa's Electricity and Energy Minister, Dr. Kgosientsho Ramokgopa, and Trade, Industry, and Competition Minister, Parks Tau. The grants will be disbursed through EU development finance institutions in partnership with South Africa's Industrial Development Corporation (IDC), under the framework of a 2013 infrastructure program agreement.

While the exact mechanism for distributing the funds has not yet been finalised, Simson confirmed the funding is immediately available. Of the total amount, R490 million is earmarked to accelerate the development of a green hydrogen ecosystem, which is anticipated to leverage an additional R10 billion in private and public funding. This investment will cover the entire value chain, including production, transportation, storage, and downstream industries.

An additional R138 million grant will be directed to Transnet, facilitated by the Agence Française de Développement (AFD), to conduct feasibility studies and pilot projects focused on low-carbon hydrogen production and storage.

The announcement comes ahead of the EU's launch of a matchmaking platform in 2025, which aims to connect European green hydrogen buyers with non-European producers, including potential suppliers from South Africa and Namibia. This move is aligned with the EU's policy of progressively replacing the 10 million tons of grey hydrogen it currently consumes annually with green hydrogen, creating a significant demand for sustainable energy.

South Africa's Trade, Industry, and Competition Minister, Parks Tau, welcomed the funding, expressing the country's ambition to become a leading producer of green hydrogen and its derivatives. He highlighted South Africa's potential for green industrialization, including the manufacturing of renewable energy and electrolyzer components.

Green hydrogen is produced using renewable electricity to split water into hydrogen and oxygen through an electrolyzer, a process that can include desalinated water.

Energy Minister Dr. Kgosientsho Ramokgopa emphasized South Africa's vision of becoming a global hub for green hydrogen production and noted potential collaboration with neighboring Namibia, which shares similar ambitions. He argued that cooperation through infrastructure and knowledge-sharing could enhance both countries' competitiveness as investment destinations for green hydrogen.

Prior to her visit to South Africa, Commissioner Simson addressed the Global African Hydrogen Summit in Windhoek, Namibia, where she announced three Global Gateway funding initiatives, including a dedicated green-hydrogen investment facility.

The European Union (EU) has committed R628 million (€32 million) in grants to support the development of South Africa's emerging green hydrogen industry and promote net-zero-related investments across Transnet's rail, port, and pipeline operations. This funding aims to prepare South Africa for the production and storage of green hydrogen, enhancing its role in the global energy transition.

The new grants complement the EU's existing Just Energy Transition Partnership with South Africa. The funding was announced by European Commissioner for Energy Kadri Simson during a briefing in Pretoria, where she met with South Africa's Electricity and Energy Minister, Dr. Kgosientsho Ramokgopa, and Trade, Industry, and Competition Minister, Parks Tau. The grants will be disbursed through EU development finance institutions in partnership with South Africa's Industrial Development Corporation (IDC), under the framework of a 2013 infrastructure program agreement.

While the exact mechanism for distributing the funds has not yet been finalized, Simson confirmed the funding is immediately available. Of the total amount, R490 million is earmarked to accelerate the development of a green hydrogen ecosystem, which is anticipated to leverage an additional R10 billion in private and public funding. This investment will cover the entire value chain, including production, transportation, storage, and downstream industries.

An additional R138 million grant will be directed to Transnet, facilitated by the Agence Française de Développement (AFD), to conduct feasibility studies and pilot projects focused on low-carbon hydrogen production and storage.

The announcement comes ahead of the EU's launch of a matchmaking platform in 2025, which aims to connect European green hydrogen buyers with non-European producers, including potential suppliers from South Africa and Namibia. This move is aligned with the EU's policy of progressively replacing the 10 million tons of grey hydrogen it currently consumes annually with green hydrogen, creating a significant demand for sustainable energy.

South Africa's Trade, Industry, and Competition Minister, Parks Tau, welcomed the funding, expressing the country's ambition to become a leading producer of green hydrogen and its derivatives. He highlighted South Africa's potential for green industrialization, including the manufacturing of renewable energy and electrolyzer components.

Green hydrogen is produced using renewable electricity to split water into hydrogen and oxygen through an electrolyzer, a process that can include desalinated water.

Energy Minister Dr. Kgosientsho Ramokgopa emphasized South Africa's vision of becoming a global hub for green hydrogen production and noted potential collaboration with neighboring Namibia, which shares similar ambitions. He argued that cooperation through infrastructure and knowledge-sharing could enhance both countries' competitiveness as investment destinations for green hydrogen.

Prior to her visit to South Africa, Commissioner Simson addressed the Global African Hydrogen Summit in Windhoek, Namibia, where she announced three Global Gateway funding initiatives, including a dedicated green-hydrogen investment facility.

End

IRWA News

Characteristics for Being a Successful Infrastructure Real Estate Consultant

Best practices and more

BY GORDON E. MACNAIR, SR/WA, AACI, P.APP

Based on my 40 years of experience in infrastructure real estate, I believe there are specific characteristics which are essential for success in this field. These traits help navigate the complex and often emotionally charged landscape of infrastructure projects when dealing with affected property owners. These characteristics include kindness and compassion; courage and perseverance; active listening; and flexibility and creativity.

Kindness and Compassion

1 The first characteristic is incorporating kindness and compassion into your negotiation strategy with affected property owners; this can lead to better outcomes and foster long-term relationships, build trust and enhance your reputation.

Kindness in negotiations can be shown by expressing:

- **Genuine Concern:** Showing that you care for the wellbeing of the other party.
- **Consideration and Respect:** Be considerate, respectful and understanding in your interactions.
- **Understanding and Assistance:** Be empathetic to the other party's situation and feelings; be willing to help alleviate their concerns.

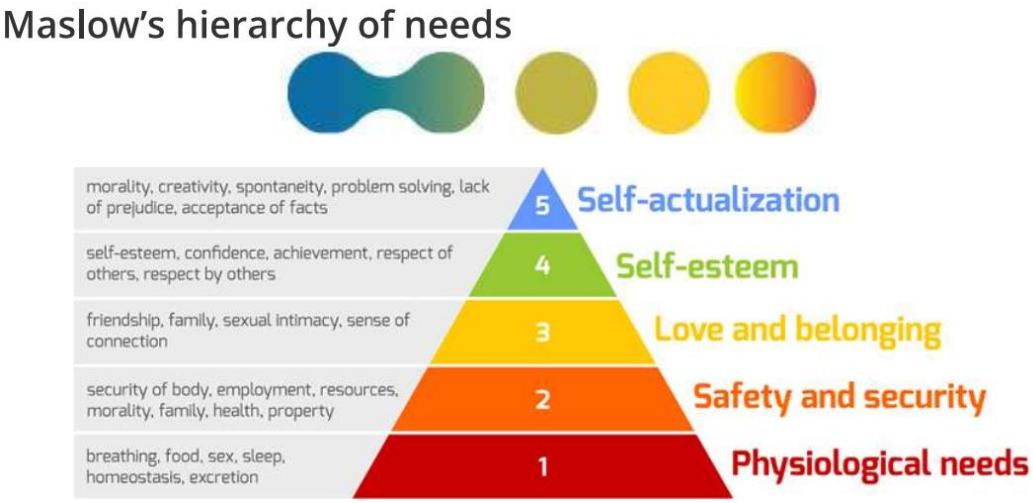
Understanding kindness and compassion ties back to our human needs.

2 Abraham Maslow introduced the concept of a hierarchy of needs back in 1943, which suggest that people are motivated to fulfill basic needs before moving on to more advanced needs. This is described below along with examples of possibly how people could be affected by their needs in an infrastructure real estate project.

There are many benefits to practicing a kind and compassionate approaching, including:

- **Building Trust and Rapport:** Creates a safe environment where the other party feels valued and respected, leading to open and honest communication.
- **Fostering Long-term Relationships:** Helps build strong, enduring partnerships. Parties are more likely to work with you again if they feel positively about their interactions.
- **Enhancing Reputation:** Establishes a professional reputation as a fair, trustworthy and desirable business partner.
- **Creating Win-Win Outcomes:** Encourages solutions that satisfy both parties, leading to more innovative and satisfactory outcomes.

By integrating kindness and compassion into negotiations, infrastructure real estate professionals can effectively address the emotional and practical needs of affected property owners, resulting in smoother project execution and more positive outcomes for all parties involved.



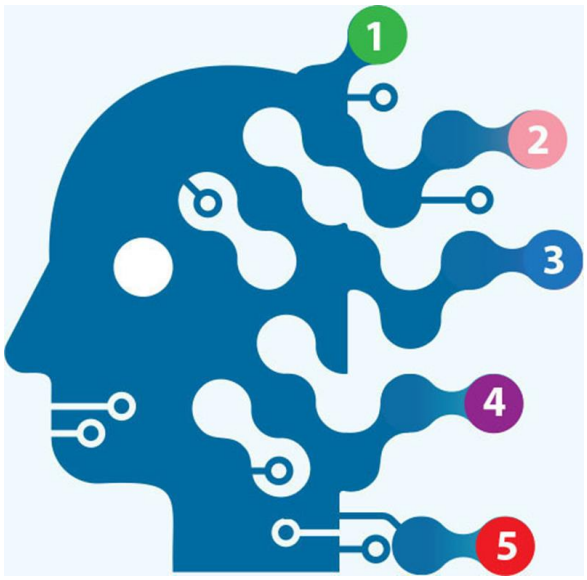
Courage and Perseverance

The next characteristics is courage and perseverance, as infrastructure real estate projects can be fraught with challenges both.

Challenges professionals can face include:

- **Impact on Lives:** Projects can drastically affect people's lives, sometimes necessitation complete property buyouts.
- **Stress Management:** Handling interactions with affected owners, tenants and stakeholders can be distressing.
- **Bureaucratic Navigation:** Working through various bureaucratics layers and understanding regulatory frameworks is essential.

Understanding that property acquisitions can be traumatic for some people, it's important to recognize the stages of grief can apply in a taking of private property so we need to understand this and address ir accordingly when discussing courage and perseverance.



1 **Denial:** Provide clear, consistant information and give time to process reality.

2 **Anger:** Acknowledge feelings, provide space for expression, and remain patient, emphathetic and respectful.

3 **Bargaining:** Be open to discussions and consider reasonable accommodations.

4 **Depression:** Offer emotional support through counseling services, support groups and regular compassionate communication.

5 **Acceptance:** Provide practical support for moving forward, celebrate progress and be patient with setbacks.

Also keep in mind that when you are negotiating with affected property owners, I believe it is important to be mindful of the Supreme Court of Canada decision, Dell Holdings case which states the following… "The expropriation of property is one of the ultimate exercises of governmental authority. To take all or part of a person's property constitutes a severe loss and a very significant interference with a citizen's private property rights. It follows that the power of an expropriating authority should be strictly construed in favor of those whose rights have been affected." — Toronto Area Transit Operating Authority v. Dell Holdings Ltd., 1997, 1 SCR 32

As infrastructure real estate consultants, we need courage to be mindful and practice the above concept when negotiating with affected property owners.

The following perseverance and courage strategies are recommended:

- ✓ Clear Communication: Maintain transparency with property owners throughout the process.
- ✓ Empathy and Understanding: Show empathy while managing emotional distress but avoid excessive sympathy.
- ✓ Fair Compensation: Ensure property owners receive fair compensation as per legal requirements.
- ✓ Assistance and Support: Provide help with relocation, financial counseling and finding alternative housing.
- ✓ Flexibility and Adaptability: Adjust plans based on feedback and changing circumstances to build trust and cooperation.
- ✓ Long-Term Planning: Consider long-term impacts on property owners and communities, ensuring redevelopment benefits the broader community.
- ✓ Follow-Up and Support: Offer ongoing support post-expropriation to address lingering concerns.

Practicing courage and perseverance has many benefits including:

- ✓ Building trust and cooperation with property owners.
- ✓ Ensuring fair and transparent processes.
- ✓ Providing necessary support and reducing emotional distress.
- ✓ Facilitating smoother project execution and long-term community benefits.

By integrating these strategies and understanding the emotional journey of affected property owners, infrastructure real estate consultants can demonstrate the necessary courage and perseverance to handle the complex challenges of their projects effectively.

Active Listening

The next characteristic is active listening, which is vital for avoiding conflicts and misunderstandings, boosting productivity and enhancing relationships. It ensures that people feel heard and understood, which is particularly important in infrastructure real estate.

Active listening is a critical skill in infrastructure real estate, where negotiations, community interactions and stakeholder engagements are common. By actively listening, real estate professionals can effectively navigate complex scenarios, avoid conflicts and build strong, trusting relationships.

By practicing active listening, you can avoid conflicts. Active listening will lead you to determine concerns early, and you can identify potential issues and address them before they become significant problems.

Understanding the root cause for concern will allow you to take appropriate actions to defuse tensions and find amicable solutions. Active listening can also lead to building relationships. When you demonstrate genuine interest and truly listen, it fosters trust and respect — key components in building and maintaining strong relationships. This also enhances collaboration because stakeholders feel heard and understood and are more willing to work together toward common goals.

The following are recommended techniques for effective active listening:

- **Be Silent and Pause:** This allows time for speakers to think and respond without interruption. It also shows respect for their input and allows them to fully express their thoughts. Silence can encourage the speaker to continue sharing more information, leading to a deeper understanding of their perspective.
- **Reflect and Clarify:** A good way to practice this is to paraphrase and summarize what you've heard in your own words, which will ensure understanding and show that you are engaged. Asking open-ended questions will encourage the speaker to elaborate on their points (e.g., "Can you tell me more about your concerns regarding the project timeline?"). And if something is unclear, ask for clarification. This not only helps in understanding but also demonstrates that you are paying attention.

Let's apply a practical example to this.

Scenario: A government agency is planning to build a new highway that will affect several residential properties. The property owners are concerned about noise, environmental impact and property values.

Active Listening Application:

- **Initial Meetings:** Host community meetings to gather input from affected property owners. Use active listening techniques to understand their concerns fully.
- **Reflecting Concerns:** Paraphrase the property owners' concerns during the meetings to show that you understand their issues. For example, "I hear that you are worried about the noise levels during construction. Can you tell me more about how you think this might impact your daily life?"
- **Clarifying Solutions:** Ask clarifying questions to explore possible solutions, such as, "What specific measures would you like to see implemented to mitigate the noise?"
- **Follow-Up:** After the meetings, follow up with detailed plans on how the agency will address the concerns. This could include sound barriers, green spaces and property value protection measures.

By applying active listening, the government agency can address property owners' concerns more effectively, reducing opposition and fostering a collaborative atmosphere.

There are many benefits to active listening, including:

- **Enhanced Understanding:** Gain a deeper understanding of concerns, needs and expectations.
- **Conflict Resolution:** Address potential conflicts early and find mutually acceptable solutions.
- **Stronger Relationships:** Build trust and respect, leading to more effective collaborations.
- **Better Decision-Making:** Make informed decisions based on a comprehensive understanding of stakeholder perspectives.
- **Increased Cooperation:** Encourage stakeholders to work together towards common goals, improving project outcomes.

Active listening not only helps in understanding and resolving issues but also in building lasting relationships based on trust and mutual respect, which is crucial for successful infrastructure real estate projects.

Flexibility and Creativity

Being flexible and creative is another crucial characteristic in infrastructure real estate. Projects often face unforeseen challenges and changing circumstances.

You can practice flexibility by:

- Adapting Plans: Adjust strategies and plans based on new information and feedback.
- Building Trust: Demonstrates a willingness to collaborate and find common ground, fostering trust and cooperation.

Implementing creativity will lead to:

- Innovative Solutions: Develop solutions that meet the needs of both the project and the affected parties.
- Problem-Solving: Use creative problem-solving techniques to overcome obstacles and achieve project goals.

An example could be where a government agency needs to acquire a historical property for a new infrastructure project, such as a light-rail transit project. The property owner is reluctant to sell because of the historical and sentimental value attached to the building. In this instance, instead of demolishing the historical property, the government proposed an adaptive reuse plan where the exterior of the building is preserved and integrated into the design of the new transit station. This respects the historical significance while meeting the infrastructure needs.

There are many benefits to remaining flexibility and implementing creativity including:

- **Enhanced Project Outcomes:** By adapting and innovating, projects can meet both their goals and the needs of affected parties.
- **Improved Relationships:** Flexibility and creativity demonstrate a commitment to collaboration, fostering stronger relationships with stakeholders.
- **Reduced Conflict:** Creative solutions can address concerns more effectively, reducing opposition and facilitating smoother project execution.
- **Increased Efficiency:** Flexibility allows for quicker adaptation to new circumstances, minimizing delays and cost overruns.
- **Cultural and Community Preservation:** Creative approaches can preserve cultural and historical assets, enhancing community support and maintaining heritage.

By being flexible and creative, infrastructure real estate professionals can navigate complex scenarios, address diverse stakeholder needs and achieve successful project outcomes while maintaining positive relationships and community support.

Conclusion

Success in infrastructure real estate requires a blend of kindness, compassion, courage, perseverance, active listening, flexibility and creativity. These characteristics not only help navigate the complexities of the field but also build strong, trusting relationships with property owners and stakeholders. By embodying these traits, you can achieve better outcomes and make a positive impact on the communities you serve.

Gordon E. MacNair, SR/WA, AACI, P.App, is a senior real estate infrastructure advisor employed with MacNair Consulting Inc. His former position was with the City of Ottawa as the director of the corporate real estate office where his team oversaw all real estate matters for the City of Ottawa. He is also a certified lecturer for IRWA and the AIC and has published numerous articles on infrastructure real estate matters. Gord is a Past International President of IRWA and has previously served as chair of the IRWA International Relations Committee. Gord has taught courses and delivered presentations on infrastructure real estate issues throughout Canada and the U.S. as well as Australia (virtually), South Africa, and the U.K.

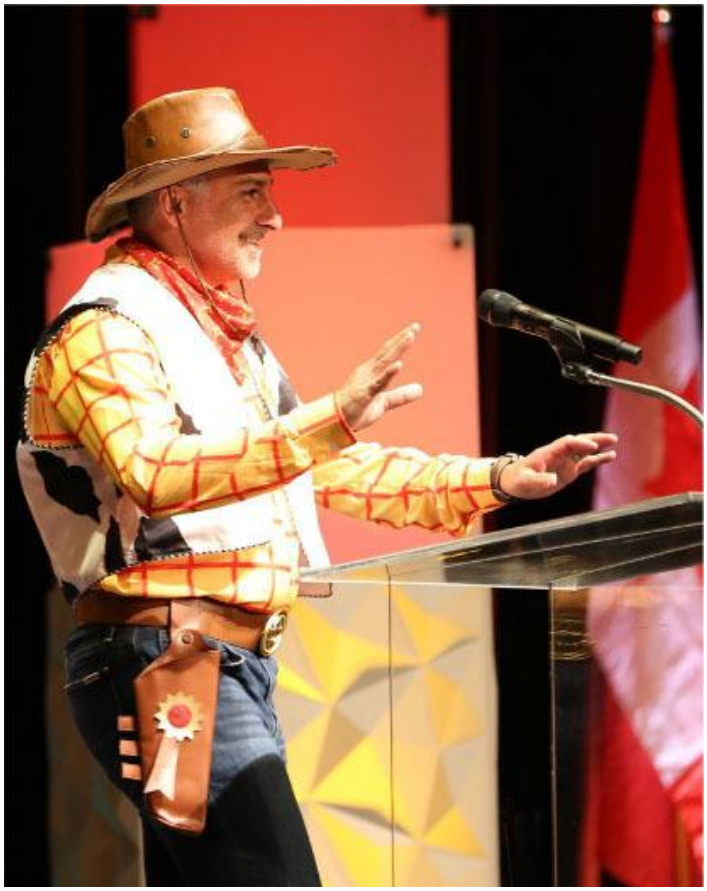
CONFERENCE: IRWA's 70th Annual International Education Conference

BY VIVIAN Q. NGUYEN

Featured

On the afternoon of Sunday, June 23, 2024, attendees of the 70th Annual International Education Conference gathered at the Long Beach Convention & Entertainment Center for the Opening Ceremony. Right of way professionals flowed in from all sides of the traditional theater, greeting one another warmly and gesturing excitedly to the stage, which was strikingly lit with gold and orange hues, representative of IRWA's colors. This year's theme was Focus Forward, a nod to the 90 years of history the Association has had toward developing infrastructure for the future while also paying homage to Los Angeles County, home to the movie industry.

More IRWA News



Conference Chair Artin Shaverdian, Esq., kicked off the ceremony by welcoming attendees to the sunny coastal city. He welcomed Jennifer Mizrahi, RWP, to the stage to sing the national anthem during the presentation of the flags, followed by Steve Fox, SR/WA, who gave the invocation. Lucius Martin, the deputy mayor of economic development for the City of Long Beach, then greeted attendees and gave a brief overview of Downtown Long Beach and its recent infrastructure developments.

After, Artin returned to talk about what attendees should expect at conference this year. That is, until he was disrupted by ROWdy the Right of Way Shark! The International Marketing & Membership Committee began a new tradition this year by hosting a photo scavenger hunt through the conference mobile app. The challenge was designed to unite first-time conference attendees and seasoned conference goers by snapping pictures with each other and/or ROWdy throughout the conference. After, Artin invited Chapter 1 President Alexandra Nguyen Rivera, SR/WA, along with Chapter 1's board, on stage to celebrate Chapter 1 and the Association's 90th anniversary with a beautifully decorated cake and clappers.

Following the celebration, International President Fred Easton, Jr., PLS, SR/WA, called the Annual Meeting of the Members to order. Fred acknowledged the 2023-2024 International Executive Committee, Advisory Council and International Governing Council. He also welcomed the Frank C. Balfour finalists, Matt Harris, SR/WA, and Raymond Mehler, SR/WA, on stage to address their peers and thank them for the distinguished recognition.

And the Lifetime Achievement Award Goes to…

International President-Elect Denise Skinner, SR/WA, presented this year's Lifetime Achievement Award to Donald Sherwood, SR/WA. A highly respected member within the Association, Donnie dedicated much of his career to right of way education in addition to making many contributions to Right of Way Magazine and being a mentor to countless individuals. Standing alongside his wife Teresa of 47 years, he thanked his family, peers and past students. "This is an outstanding honor, I certainly appreciate it," Donnie humbly expressed. "Thank you very much."

International President-Elect Denise Skinner, SR/WA

Focusing on the Big (Motion) Picture

Executive Director Tim Drennan, CAE, then took the stage to give the State of the Association Address. He had plenty of good news to share, including the fact that membership had increased for the second year in a row (4% net growth), resulting in membership income of around $1.5 million; education had a 10.7% increase in course participants, resulting in $1.8 million in income; and collectively, 3,072 members of IRWA had certifications and/or the SR/WA designation. In addition, Tim shared a thought he had recently while walking past the oil painting of Frank C. Balfour at IRWA HQ again. "What would Mr. Balfour think if he were to walk in and see over 1,200 attendees at this conference? What would he think when he heard there were over 7,000 members in IRWA? Pretty sure he would be proud and impressed with how far we've come in the past 90 years," he noted. "90 years is not a small accomplishment, but I look at those years as practice. That's what got us here, and it's prepared us for where we're going to go tomorrow."

Next, Fred returned to the stage to give the International President's State of the Profession Address. He touched on how far the industry has come since the implementation of the Bipartisan Bill, noting that IRWA has felt its positive effects through the increase in education participation. Like Tim, he acknowledged how far the Association has come in and how it has influenced the right of way field. He discussed his experience at Infrastructure Week in Washington DC earlier this year and summarized the three primary talking points: 1) there needs to be sustainable funding of infrastructure development after the Bipartisan Bill, 2) the importance of improving the permitting process, primarily for the environmental sector and 3) the right of way education funding needs for professionals. He concluded by thanking everyone in the theater for their contributions in supporting infrastructure development. "Together, we can build foundations for a brighter, more connected and resilient future," Fred remarked.

After both Addresses, Artin returned to the stage and surprised the audience by sporting a Woody costume from Walt Disney Studios Pixar Movie "Toy Story." He introduced Keynote Speaker Matthew Luhn, a director, storytelling consultant and speaker whose work has been seen in many famous Pixar animations. Matthew's inspirational words kept the audience enraptured throughout and set the stage for the rest of the promising week of events.

smalls

2025: A year of focus

Energy: Eighteen key energy projects, valued at R38.32bn, including renewable energy advancements like the Upington Aries-Upington 400kV line and the Erica MTS + Phillipi-Erica 400kV line projects, slated for early procurement.

Water: South Africa is a water-scarce country, and adding climate change to the mix means that addressing and futureproofing its water security needs is not just an economic duty but a humanitarian one. 2025 sees a R32 billion investment to enhance the country's supply systems including the uMkhomazi Water Scheme aims to increase the Mgeni Water Supply System's capacity by 220,000,000m3 annually, directly supporting urban and rural communities. Another project in the works is the Pilanesberg Bulk Water Supply Scheme Phase 2 which is designed to ensure reliable water access in Limpopo and the Northwest provinces.

Transport: Of the R132 billion investment, 88 billion is allocated to transport. There are 132 transport projects spanning roads, railways, ports, and airports. Roads are the key focus comprising 123 of the 132 projects. Connecting people to places and ensuring safe travel is a priority for South African infrastructure. Railways have suffered for years in South Africa but the Botswana Rail Link- aiming to facilitate cross-border trade could be a turning point.
Airports are also receiving attention with terminal expansions at OR Tambo International and Cape Town International Airports to accommodate increasing passenger demand. These projects are expected to create 860,000 jobs and inject significant tax revenues into the economy. Transnet has been a thorn in South Africa's side, but the current reforms including a 25-year contract with private companies to help fix its ports prove a more positive outlook for the state-owned enterprise in 2025.

Resource: 9 January 2025 InfrastructureNews

news SA

African BUSINESS

South Africa ready to unleash infrastructure boom

"My message is simple," Dean Macpherson, South Africa's newly appointed minister of public works and infrastructure, Tweeted shortly after his appointment to the cabinet in July. "I want to turn our country into a massive construction site that drives growth which creates jobs. We want to see building cranes in every town and city." – January 8th, 2025, By David Thomas

Africa's mines turn to solar in sustainability push

Mining companies are increasingly turning to solar to help reduce costs and boost their sustainability credentials. – December 19th, 2024, By Ben Payton

BUSINESSTECH

Companies and government to spend big in South Africa in 2025. According to Investec Chief Economist Annabel Bishop, South Africa is expected to see fixed investment growth jump this year by 5.0% y/y after a contraction in 2024. The first three quarters of 2024 saw the private sector reduce capital investment, primarily in transport equipment and residential buildings.

Moneyweb

Fixed investment growth expected to leap in 2025

'We're not all doom and gloom; we're looking for economic growth of 1.8% from 0.8% last year': Annabel Bishop – chief economist, Ninety-One. By Jimmy Moyaha 8 Jan 2025

infrastructurenews

DTIC Notes ArcelorMittal South Africa's Decision

In a statement responding to ArcelorMittal South Africa's (AMSA) announcement to wind down its longs steel business at its Newcastle plant, the department said the steel industry is important to the sectors that are at the centre of the industrialisation, localisation and beneficiation programmes of government. – Jan 10, 2025 – (SAnews.gov.za)

Resilience, Investment And Change: South African Institution Of Civil Engineering (SAICE) Inaugurates 2025 President

Sustainability, resilience and net zero – these were the themes that defined the inauguration of the 2025 president of the South African Institution of Civil Engineering (SAICE).

As Andrew Clothier, 2024 SAICE president, reflected on his tenure over the course of 2024, he defined it as a year of reimagining and rethinking the civil engineering sector as SAICE has prioritised greener energies, net zero carbon emissions and climate resilience. These priorities reflect the ongoing challenges within the country and the importance of investing in infrastructure to address challenges around water, waste, energy, and transportation. – 8 Jan 2025

CREAMER MEDIA'S ENGINEERING NEWS

Mashatile sees South Africa's growth accelerating in 2025

Economic growth in South Africa is expected to accelerate next year as the country recovers from output-sapping power cuts and the nation's new coalition government focuses on investing in infrastructure, South African Deputy President Paul Mashatile said.

"We think that by next year we could be growing about 1.5%," Mashatile said in an interview on Monday with Bloomberg Television in London on Monday. That compares with an average of less than 1% a year over the past decade. – 30th September 2024 by Bloomberg.

SARWA SPONSORS …

And our valuable administrational support team….

Ernest Grunewald (Admin), Dada Nel (Facebook), Rina (Support), and Ig van Rooyen (Finance).

Advertising packages available

Send enquiry to info@sarwa.co.za for more information!

Platinum Advertising

- ✓ SARWA Conference Exhibition Stand
- ✓ SARWA Conference Program Logo Display
- ✓ SARWA Annual Newsletter (2 Editions)
- ✓ COP Workshop Exhibition Stand
- ✓ COP Workshop Program Logo Display
- ✓ SARWA Website Advert Page
- ✓ Exhibition at SARWA Annual Golf Day

Gold Advertising

- ✓ SARWA Conference Exhibition Stand **(Either)**
- ✓ SARWA Conference Program Logo Display
- ✓ SARWA Annual Newsletter (2 Editions)
- ✓ SARWA Website Advert Page
- ✓ Exhibition at SARWA Annual Golf Day **(Or)**

Diamond Advertising

- ✓ SARWA Conference Program Logo Display
- ✓ SARWA Annual Newsletter (2 Editions)
- ✓ SARWA Website Advert Page

INFO@SARWA.CO.ZA

WWW.SARWA.CO.ZA