



AN INTERVIEW WITH IRWA'S YOUNG PROFESSIONAL OF THE YEAR
JESSICA BROWN, RWA

Tell us a little about your background as a right of way professional.

I came into the industry 10 years ago, running mineral title in West Virginia, southwest Pennsylvania and Ohio. After working on the Atlantic Sunrise Pipeline project in central PA, I started my own right of way firm, Fuller Brown Land Services. Since 2014, I've been able to complete projects in Pennsylvania, Maryland and Virginia. As a consultant and subcontractor, I continued to hone my right of way skills in pipeline, telecommunications, transportation, utilities and municipal work. Now, I'm an appraisal trainee and looking forward to adding valuation expertise to my repertoire.



I was languishing before I found infrastructure.

How long have you been a part of IRWA?

I joined in 2014. Wow, these seven years have flown by!

Congratulations on winning this prestigious award! What was your initial reaction when you found out that you were selected as Young Professional of the Year?

I'll never forget; I was walking through Target, looking for candles. Something told me to check my email. When I saw the document "Winner Letter," I stopped dead in my tracks. I could hardly believe it! I felt a rush of surprise, gratitude, and excitement. This award is definitely a highlight of my career!

Your speech was very moving at conference. As you were writing it, what was the one message you wanted to leave our members with?

Service, service, service. I can't say it enough. That's what our organization is all about. Service to each other and service in our communities.

What was your favorite part of conference this year?

I loved seeing everyone in person! This past year has made me appreciate the simple things. Also, I was super excited my mother could meet me in San Antonio to see what I've been up to all these years.

What has this career meant to you?

Flexibility and constantly learning. I was languishing before I found infrastructure. Bored. Uninspired. Now I feel useful, productive and I'm constantly being challenged. I love it.

What can IRWA do to better support young professionals within the Association?

Consider a different fee structure for membership dues and events; sometimes these costs can be prohibitive for those early in their careers, especially if travel is involved.

What are some goals you have for yourself in the next ten years?

I plan to earn my SR/WA, Certified General Appraiser license and continue to expand my business. I would love to explore international infrastructure work.

What advice would you give to someone who is new in their career or to the Association?

Get involved! Take on a leadership position and make it your own. Perfection isn't necessary (or possible!). Commitment and consistency can take you a long way.

Lastly, tell us a fun fact about yourself!

I'm an FAA-licensed drone pilot. And I crashed my drone during its maiden voyage on an appraisal inspection. In my defense, it was a very windy day! As I humbly retrieved my drone from a neighboring farm, I took solace in the fact that the cows didn't seem to mind :) ✨

