

Skilled Real Estate / Right of Way Land Agent with particular expertise in the oil and gas pipeline industry. Experience in parcel identification, survey permission, easement acquisition and/or purchase, contract negotiation and drafting, zoning and permitting. Excellent oral and written communication skills with the ability to facilitate accurate and timely flow of information between land, engineering, construction and legal. Team player with the proven ability to produce professional results on time and under budget.

ROW Land Agent	Lease/Purchase Acquisition	Land Owner Negotiation/Conflict	
Resolution	Damage Settlements	Title Abstract Research	
Zoning/Permitting	Legal Drafting	Landowner Relations	
Due Diligence	Community Relations	Interdisciplinary Site Visits	Survey
Permission (right of entry and testing)		Reading of Survey & Engineering drawings	
Prepared acquisition packages for legal review		Prepared project close-out books and CD's.	
FERC Community meetings	Open House meetings		

### **EXPERIENCE**

#### **LAND ACQUISITION**

Managed land acquisition activities for various national projects to include route identification, acquisition negotiation and permitting. Prepared and submitted detailed land owner packages. Coordinated efforts of Land, Engineering, Legal and Construction disciplines. Developed excellent working relationships with property owners and managers to finalize land acquisitions early and under budget. Made Planning Dept., Zoning Board and Community Association presentations.

Located, identified and researched land ownership for routes across public, tribal and private lands. Prepared and submitted detailed applications for crossing roads, electrical transmission ROW, stream and water bodies. Successfully negotiated favorable acquisition rates for land acquisitions. Performed land cost analysis. Organized and managed on-site visits involving Land, A&E, surveyors, construction, planners and landowners. Ordered and tracked all due diligence documents for closeout books. Determined valuations for partial takings. Researched easement documentation for utility companies (Power and Telco). Ordered and tracked NEPA, SHPA, Site Surveys and Preliminary Title Reports. Reviewed Preliminary Title Reports for clouds. Ordered and tracked the delivery of local Power and Telco services to sites. Tracked and reported site construction progress and permitting. Submitted zoning applications and attended city council and zoning board meetings as required. Skilled in reading and interpreting engineering/survey drawings.

#### **PROJECT CHRONOLOGY**

**5/2010-9/2011 TransCanada Keystone Pipeline XL project, Landman, Montana**

**5/09-5/2010 Cascade Site Development (Permitting, Seattle market)**

**5/08-5/09 Williams/Northwest Pipeline Co. (Landman, BlueBridge Project, Dallesport, WA.)**

**10-07- 4/08 El Paso Natural Gas/Tennessee Gas Pipeline Co. Landman, (Northeast Passage Project, Lancaster, PA, Uniontown, PA, Cambridge, OH.)**

**3/07-10/07 General Dynamics Corp (Site Acquisition Agent, Sprint 4G San Diego market)**

**4/05-2/07 Clearwire, LLC (Permitting Agent/Landman, Seattle market)**

**1/05-4/05 Williams-Russell and Johnson Engineering, Inc.** (Site Acquisition Agent, AT&T, Salt Lake City market)

**5/03-1/05 Delta Groups Engineering** (Site Acquisition Agent, Verizon Wireless, San Diego market)

**6/02-5/03 World Visual Web, Inc.** ((Broadband Internet access, Site Acquisition Agent, San Diego market)

**6/2001-6/2002 Law Engineering and Environmental Services** (Permitting Agent, Crickett Communications, Evansville, IN. market))

**7/1999-6/2001 Divine Tower, Inc.** (AT&T & Ricochet, Site Acquisition Agent, Evansville, IN. & Cincinnati, OH markets)

### **RIGHT OF WAY APPRAISAL/LAND ACQUISITION/NEGOTIATION**

Secured surveyor access permission thru Right of Entry and Testing agreements. Identified and researched land ownership for eminent domain acquisitions. Prepared written appraisals and studies for properties to be acquired and excess land for disposal (road vacations). Negotiated agreements with property owners to acquire property and /or property rights for whole and partial takings.. Determined severage damages on partial takings. Analyzed zoning required for each parcel. Represented the company at Planning Department and Zoning Board meetings and hearings; presented proposals and mitigation plans. Conducted community relations meetings. Reviewed title searches for clouds. Analyzed crop/land damage for landowner compensation. Analyzed land restoration costs and negotiated equitable determinations with landowners. ROW Courses: R/W Negotiation and Acquisition, USPAP, Principles of R.E. Appraisal, Ethics for the ROW Agent.

### **REAL ESTATE APPRAISER**

Commercial and Residential Real Estate Appraising working primarily with residential real estate valuations in Washington and California.

Patterson & Associates R.E. Appraising  
Seattle, WA & Napa, CA

1989 - 1999

### **EDUCATION**

Brooks Institute  
Santa Barbara, CA.

B.A. Degree

R.E. Appraisal and Right of Way Courses, former State of Washington Licensed Appraiser (currently inactive status)

Washington State Notary (Commission expires 2010)

Member: International Right of Way Association [IRWA Region 7, Chapter 4] Holding the IRWA (Right of Way Agent) certification.

Languages: English/Spanish

References available upon request.

