



WELCOME

JOHN FAIRHEAD, LAND AGENT

HOW IT STARTS

- **THE PRODUCER:**
 - HAS A PRODUCT THAT THEY WANT TO SELL.
 - FINDS A BUYER
 - DETERMINES A DELIVERY POINT.
 - DETERMINES A CARRIER FOR THE PRODUCT.
- **THE CARRIER:**
 - DESIGNS THE BEST WAY TO MOVE THE PRODUCT.
 - APPROVES THE DESIGN
 - LAND ACQUISITION COMMENCES.

LAND ACQUISITION PROCESS

- NORMAL SEQUENCE OF EVENTS:
 - PROJECT NOTIFICATION
 - CONSENT FOR:
 - SURVEYING
 - ENVIRONMENTAL ASSESSMENT
 - CONSULTATION:
 - PROVIDES INTERACTION BETWEEN THE TWO PARTIES.
 - BE PART OF THIS PROCESS.
 - DON'T BE SCARED TO ASK QUESTIONS.

THE PROCESS (page 2)

- **CONSULTATION (continued)**
 - **FREQUENTLY DISCUSSED:**
 - **WHAT THE PROJECT IS ALL ABOUT.**
 - **WHAT IS THE COMMODITY BEING MOVED.**
 - **WHERE IS IT GOING.**
 - **WHAT IS THE ROUTING.**
 - **WHAT IS THE COMPENSATION**
 - **BEFORE, DURING AND AFTER CONSTRUCTION.**
 - **WHAT RESTRICTIONS ARE THERE GOING TO BE WITH RESPECT TO LAND USE AFTER CONSTRUCTION IS COMPLETE.**

THE PROCESS (page 3)

- DOCUMENT PRESENTATION/SIGNING
 - READ AND UNDERSTAND ALL OF THE DOCUMENTS.
 - IF YOU DON'T UNDERSTAND SOMETHING, **ASK**.
 - IF YOU NEED ADDITIONAL TIME TO REVIEW THE DOCUMENTS, TELL THE LAND AGENT THAT YOU WILL GET BACK TO THEM.
 - DETERMINE A SPECIFIC RESPONSE TIME.
 - OBTAIN ADDITIONAL INFORMATION FROM A RELIABLE SOURCE.
 - ONCE THE DOCUMENTS ARE SIGNED AND REGISTERED, **THEY BECOME PERMANENT**.

WHERE TO TURN

- SOURCES TO CONSIDER:
 - FRIENDS
 - FAMILY
 - INTERNET
 - LAND AGENT
 - LAWYER
 - LAND INTEREST GROUPS
 - GOVERNMENTAL AGENCIES

THE PROCESS (page 4)

- CONSTRUCTION
- CLEANUP
- SETTLEMENT OF OUTSTANDING ISSUES / DAMAGES.

LAND AGENTS

- LAND AGENTS ARE THE ONES WHO COME TO MEET WITH YOU TO DISCUSS ACQUIRING ACCESS TO YOUR PROPERTY.
- LAND AGENTS ARE LICENSED UNDER THE PROVINCE OF ALBERTA JOBS, SKILLS, TRAINING AND LABOUR.
- THEY CAN BE EMPLOYED:
 - IN HOUSE.
 - AS A CONTRACTOR.
 - THROUGH A LAND BROKER.

LAND AGENTS (page 2)

- **LAND AGENTS:**
 - PRESENT THE PROJECT INFORMATION PACKAGE.
 - GATHER INFORMATION ABOUT YOUR AND YOUR CONCERNS.
 - ANSWER YOUR QUESTIONS.
 - HELP YOU TO UNDERSTAND THE PROJECT PROPOSED FOR YOUR PROPERTY.
 - WORK WITH YOU, SO THAT YOU ARE WILLING TO SIGN THE DOCUMENTS REQUIRED FOR THE PROJECT TO PROCEED.

PRIMARY DOCUMENTS

- ENTRY FEE
- TEMPORARY WORKING SPACE
- RIGHT-OF-WAY
- ADDITIONAL CONSIDERATION
- SECTION 17 (48 HOUR WAIVER)
- SURFACE LEASE

THE BOTTOM LINE

- YOU ARE THE OWNER OF YOUR LAND.
- THE LAND BELONGS TO YOU AND COMPANIES ARE ONLY ASKING FOR PERMISSION TO ACCESS YOUR LAND.
- IF YOU ARE UNCOMFORTABLE OR DON'T UNDERSTAND WHAT IS BEING PRESENTED TO YOU, ASK FOR ADDITIONAL TIME TO GO OVER THE INFORMATION.
- DON'T HESITATE TO GET ASSISTANCE.

SUMMATION

- THE INFORMATION PRESENTED TO YOU TODAY WAS ONLY A BRIEF OVERVIEW OF THE PROCESS.
- THIS SESSION WAS TO INFORM YOU THAT YOU **DO** HAVE A SAY IN THE PROCESS, SO:
 - GET LOTS OF INFORMATION.
 - UNDERSTAND THE INFORMATION BEING PRESENTED.
 - MAKE YOUR DECISION BASED ON THE FACTS.
 - ONLY SIGN DOCUMENTS WHEN YOU ARE READY.



QUESTIONS

LANDOWNER PRESENTATION
FEBRUARY 19, 2014