

ROBERT K. HOWARD, P.LAND

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Career Objective

Senior Petroleum Landman, with proven successes in production and exploration and an impressive business acumen, seeking senior position with team-oriented corporation sharing an aggressive Corporate vision

Highlights

- Closed >\$100 Million in rationalization deals in last three years at Best Pacific – doubled Company's market value
- Conducted multiplicity of land management transactions including farm-ins/ farm-outs, rationalization through acquisition/divestiture, exploitation, exploration and production enhancement
- Thorough knowledge of Western Canadian and North Dakota government legislation pertaining to minerals and land management

Professional Experience

Independent Consultant

2008-2009

Arsenal Energy, Inc., Calgary, AB

2006-2008

Vice President, Land

- Negotiated numerous contracts assisting Corporation in eliminating decline rates ranging from 15-25%
- Key executive in increasing Corporate production from 1200 BOE/d to 2000 BOE/d
- Optimized existing land base and initiated new prospects and developments
- Mentored staff in numerous capacities

Consulting Landman, Calgary, AB

2005-2006

- Performed contract work for Arsenal Energy, Inc.

Deep Resources, Ltd., Calgary, AB

2004-2005

Vice President, Land

- Conducted Corporate land negotiations, created contracts and strategized land and assets transactions in coordination with all other Corporate disciplines
- Managed 144 section farm-in project with multiple well operations
- Instrumental in securing the majority of Company's new production foundation

Consulting Landman, Calgary, AB

2003-2004

- Completed consulting work for Deep Resources, Ltd.

Best Pacific Resources, Ltd., Calgary, AB 1996-2002

Vice President, Land 1999-2002

- Closed >\$100 million in rationalization during tenure as Vice President – doubling Company's market value
- Led Exploration and Production Departments in securing and developing lucrative business collaborations
- Provided direction and support to staff on daily basis
- Ensured compliance with legal obligations pertaining to all aspects of land management and contracts

Land Manager 1996-1999

- Averaged 45 purchases/sales per year in core and non-core properties, improving Corporate exploration and exploitation success through efficient property rationalization
- Comprehensive knowledge of Western Canadian surface and mineral regulations

Consulting Landman, Calgary, AB 1995-1996

- Consulted independently for Best Pacific Resources, Ltd.

Numac Energy, Inc., Calgary, AB 1981-1995

Landman 1984-1995

- Negotiated Corporate land agreements and developed petroleum land inventory
- Required knowledge of government regulations for all Western Provinces
- Liaised with Exploration, Engineering and Accounting staff

Supervisor, Surface Land & Freehold Minerals 1981-1984

- Directed acquisitions of surface and freehold mineral rights as required by Exploration and Production Divisions
- Negotiated and prepared damage claim settlements
- Maintained current knowledge of tangible values of competitive surface and mineral transactions

Midwest Surveys and Services, Ltd., Calgary, AB 1979-1981

Land Services Manager (Southern Alberta)

- Supervised 7 field landmen and 3 administrative staff
- Represented clients at regulatory arbitration hearings
- Managed acquisition of surface and freehold mineral contracts, damage claims

Western Land Services Co., Ltd., Calgary, AB 1976-1979

Field Landman

- Advised government, agricultural associations, legal counsel on clients' behalf
- Acquired surface and freehold mineral agreements, negotiated damage claims

Education

Canadian Association of Petroleum Landmen, Calgary, AB 1991
Professional Landman Accreditation

Professional Affiliations

CAPL (Canadian Association of Petroleum Landmen) (Volunteer work)
 Sub-Committee Chairman: CAPL Freehold Lease Review Committee 2008-present
 Director: CAPL 2001-2005
 Chairman: CAPL Royalty Procedure Committee 2001-present
 Chairman: CAPL Annual Conference, Halifax, NS 2000
 Instructor: "Royalty Calculations: A Case Study Approach" (seminar) 1997-present
 Instructor: "P&NG Royalties" (seminar) 1995
 Instructor: "Oil & Gas Agreements" Mount Royal College, Calgary, 1994-1995
 Instructor: "CAPL Royalty Procedure" (seminar) 1993-present
 Member: CAPL Precedent Royalty Procedure Subcommittee 1989-1992
 Chairman: CAPL/IPAC/CPA Committee - Surface Rights (Manitoba) 1983

Professional Development

CAPL
 Ethics 2008
 Fiduciary Duties 2008
 Ethics 2003
 Fiduciary Duties 2003
 1999 CAPL Freehold Mineral Lease 2000
 Royalty Agreements 1996
 P.Land Designation Accreditation Workshop 1991
 Economic Consideration for Land Deals 1991
 Articles VI and XIV of the CAPL Operating Procedures 1991
 Advanced CAPL Operating Procedures Workshop 1989
 Introduction to Canadian Oil & Gas Taxation 1988
 Negotiations Workshop 1985
 Saskatchewan P & NG Procedures 1985
 1981 CAPL Operating Procedure 1985
Alberta West –Surface Rights 1983
Seaton-Jordan: Introduction to Petroleum and Natural Gas Contracts 1982

Volunteer Commitments

CAPL
Trail West Hockey Association: (11 years)
 •Board of Directors (4 years) •Coach •Tournament Director
 •Age-group Coordinator •overhauled Association's evaluations policy

Computer Skills

•Landman •Accumap •Geoscout •Geonex •Microsoft Word •Excel

Leisure Activities

•Golfing •Saltwater Fishing •Walking •Pool

References Available upon request
