

Robert Findley

20207 Fairfield Trace Drive
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Suburb of Houston
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EDUCATION:

TEXAS A&M UNIVERSITY, College Station, TX
Bachelor, Business Management, 1995

UNIVERSITY OF NORTH TEXAS GRADUATE SCHOOL

Denton, TX

Attended and completed courses in Real Estate Finance, Real Estate Investment, Statistics and Cost Accounting 2000 thru 2001

LICENSE/

DESIGNATIONS:

Real Estate Broker, TX #0466306

International Right Of Way Association Senior Right Of Way Agent (SR/WA) Designation

Former Project Management Professional Designation (PMP) certificate holder

EXPERIENCE:

Project Land Solutions, LLC, d.b.a. Realty Insight 06/18/2012 to Present

Real Estate Broker/Land Professional

Independent land brokerage with over two million in sales in 2020. Specializing in land acquisition and disposition for the Energy and Renewable Industries.

Whiteley Oliver, LLC

09/28/2020 to 09/30/2021

Director – Right of Way

Responsible for start-up, growth and profitability of the Land and Right of Way department of a regional Engineering and Survey company doing business for major energy companies, counties, cities, and municipalities.

Genesis Energy

06/18/2012 to 09/28/2020

Right Of Way Specialist

Sole Right Of Way Professional at a mid-stream pipeline company of 1200+/- employees. Have sole responsibility of managing right-of-way for capital projects and operations. Duties include but are not limited to new acquisition, title research, title curative, title review, permits, environmental coordination, abandonments, releases, due diligence of new acquisitions, guidance to executive management, engineering and operations in all real estate and survey matters. Responsible for hiring and managing multiple acquisition and survey consultants on various projects in the gulf coast region and Wyoming. Responsible for site selection, routing, acquisition and survey project management from start to completion including financial

budgeting and cost tracking. Responsible for collection and maintenance of project and company real estate data and records.

Project Land Solutions, LLC, d.b.a. RFJ Property Consulting 06/01/2007 to 06/18/2012

Principle/Owner

Independent Project Manager/Senior Right Of Way Agent/Real Estate Consultant. Clients included: Genesis Pipeline, City of Pearland, Copano Energy, ExxonMobil Pipeline, Enterprise EPCO Holdings, Entergy Texas, Inc., Buckeye Gulf Coast Pipelines, AT&T and Sunoco Pipeline. Successfully completed new acquisition projects and managed ongoing operational integrity projects for my clients. Successful projects include: Entergy Johnstown to Porter Power Transmission and Substation Project, Genesis Energy Hasting to Lundy Pipeline Project, Genesis Energy Texas City Station to Eastman Pipeline Project and various integrity projects for ExxonMobil, Sunoco, Copano and Enterprise. I employed and managed three full time Right Of way Agents during my time in business. I negotiated contracts for land acquisition and survey services with all my clients. I negotiated and maintained comprehensive insurance coverage for my company and marketed the services of my company. I managed all the financials and billing for my company. I supported the objectives of my chapter and region of the International Right Of Way Association. I sponsored my agents in professional development and designations.

CONTRACT LAND STAFF, INC.

07/2001 to 05/2007

Project Manager, Land Acquisition

Job scope includes project management of land acquisition in fee and in easement for various CLS clients as well as managing and securing permits, encroachment agreements and licenses from various utility companies and government entities. Responsible for marketing CLS services, submitting bids, feasibility and project proposals to various public and private entities in the Houston and surrounding area.

Projects/Clients include: TxDot Highway 36 widening, City of Pearland FM 518, Kirby and Yost Blvd., Cypress Hill Municipal Utility District, Entergy(Johnstown to Porter 230KV transmission line and sub-station, Valero(Emerald Pipe Line from Texas City to Houston), ExxonMobil Beaumont Logistics, Genesis Pipeline reconditioning of the West Columbia system, and Southwestern Bell business as usual. Clients served include: Southwestern Bell, Sprint, Copano Energy, Buckeye Pipeline, Genesis Pipeline, ExxonMobil Pipeline, El Paso Energy, Air Liquide, Entergy, Union Pacific Railroad, TxDot, City of Pearland, City of Sugarland, City of Stafford, Fort Bend County, Cypress Hill M.U.D. #1 and KB Homes.

AMERICAN LAND ACQUISITION

04/2001 to 07/2001

Owner, Agent

Client-City of McKinney, McKinney, TX

Negotiation and acquisition of parcels for bond infrastructure improvement projects.

RIGHT OF WAY ACQUISITION SERVICES, Dallas, TX

11/1999 to 04/2001

Right of Way Manager, Dallas Office Robert Findley

Manage daily activities of agents, abstractors and assistant.

Responsible for promoting the company and prospecting for new clients and contracts.

Prioritize and coordinate completion of work and provide guidance to all employees.

Responsible for meeting and exceeding goals and expectations set by the company president.

Communicate with the company president on a weekly basis to ensure the success of goals and mission. Promotion of the company web site and services on a daily basis and coordinate the

promotional efforts of others. Negotiate and administer the acquisition of easements for Southwestern Bell. Research property ownership, contact owner and negotiate the price and stipulations of the easement agreement, prepare agreement for title work and survey, and guide agreement through process from start to close.

SANDERS AND ASSOCIATES, Dallas, TX

08/1997 to 11/1999

Builder

Total management of entire building process including, profitability, planning, designing, permitting, budgeting, management of trade base, payroll, and warranty services.

NEWMARK HOMES, Austin, TX

01/1996 to 08/1997

Construction Superintendent

Responsible for the continual management and implementation of multiple projects.

Responsible for subdivision development and appearance.

Worked closely with Sales to coordinate individual home construction in order to meet customer specifications and satisfaction.

TRACTOR SUPPLY COMPANY, Tomball, TX

08/1995 to 01/1996

Store Manager Trainee

Responsible for learning and implementing store operations while on the job.

Duties included: Point of Sale training, shipping and receiving, human resources, office administration, Profit and Loss reporting, customer service, special orders, and leadership training.

SKILLS:

Computer proficiency in: Microsoft Word, Excel, PowerPoint, Outlook, Windows, Deed Plotter moderate proficiency with ESRI software,

Ability to read and interpret Architectural and Engineering drawings and plans

TRAINING:

Texas A&M Real Estate Center, Rural Land Conference, 2001 to 2019

International Right-of-Way Association Classes and Seminars

Various Seminars

Relocation Courses resulting in Certificate

ROW Courses resulting in SRWA designation

Continuing Education for Real Estate License

MEMBERSHIPS/AFFILIATIONS:

National Association of Realtors

Texas Association of Realtors

Houston Association of Realtors

International Right-of-Way Association

Chapter 8, Gulf Coast, Member

American Association of Professional Landmen

Houston Association of Professional Landmen

The Pipeliners Association of Houston