

MIKE BATES

NORTH CANTON, OH | | 330-309-1223 | | OILMAN25@GMAIL.COM



LAND MANAGER – SR. LANDMAN – PROJECT MANAGER – RIGHT OF WAY SUPERVISOR

SUMMARY:

Executive level Land Manager & Project Management Professional with significant experience spanning over 2 decades including, but not limited to business development in the land profession, acquiring oil & gas leases, pipeline rights of way, subsurface agreements, fiber optic and cellular antenna site rights of ways, running title, securing survey permits and overseeing seismic activity in the field. Currently seeking a position within a company that will view my skill set as beneficial and a valuable addition to their team.

QUALIFICATIONS:

- o Proficient in utilizing Microsoft Word, Excel, Outlook, Google Earth, Google Chrome, Google Drive, Google Hangouts, Acrobat Reader, AMPS, Land Pro, Land Boss, High Rise Lease Pro Data Bases and multiple deed plotting software's.
- o Thrives in environments requiring the capacity to prioritize concurrent projects both calmly and efficiently.
- o Ability to communicate with various types of people and personalities which has aided in diffusing situations, cultivating client relationships while having positive interactions with colleagues.
- o Working knowledge of obtaining pipeline rights, supervising a team for divestiture assets for a NYSE company, executing due diligence, oil & gas exploration, pipelines right of ways, meter site agreements, resolved disputes with landowners in regard to exploration and pumping operations on private property while researching title abstracts in various courthouses for the procurement of oil and gas leases.

EMPLOYMENT:

2007-Present: President, Mike Bates Enterprises Inc. - North Canton, Ohio

- o Abstracted land ownership in the county courthouse. Acquired pipeline survey permits and Right of way agreements with private and public landowners. (*Eclipse Resources I L.P*)
- o In charge of acquiring oil & gas lease extensions, abstracting ownership, updating databases and other related curative documents as required by the client. (*Exxon/Mobil*)
- o In charge of acquiring oil & gas leases, subsurface easement agreements and other related curative documents as required by the client. (*Chesapeake Energy Corp*)
- o Contacted landowners for Civil, Cultural and Archeological surveys for a 42" interstate natural gas pipeline while providing aid to survey crews in the field for said surveys for FERC approval. (*Nexus Gas Project*)
- o Ensured to notify landowners on encroachment issues as well as the future construction of power lines securing accessroad agreements and Rightofway agreements with private landowners for the purpose of conducting new electricity for a major Utility company in the state of Ohio. (*First Energy AKA Ohio and Toledo Edison*)
- o Main responsibilities included running title, securing survey permits and acquiring pipeline rights for a 36" natural gas pipeline in the states of Ohio and Georgia.
- o Worked with various clients performing land services for the purpose of Oil & Gas exploration and production in the Uticashale "Point Pleasant" formation along with conducting the training of new land agents in the field of abstracting and acquisition work. (*Hilcorp Energy Corp*) through contract with Western Land Services Inc.
- o Supervised a large team for the divestiture of assets for a NYSE company with the responsibility to execute due diligence promptly while ensuring there were no errors by evaluating files/folders for the preferential rights to purchase as well as consents to assign in various operating, farm in / farm out agreements for approximately 3312 located in the states of Ohio and Pennsylvania. (*Exco-North Coast Energy*)

- o Cultivated professional relationships with private landowners by providing them exceptional customer service when communication was needed for their lease terms and Royalty evaluations for the Utica shale play.

Invested in the drilling of new oil & gas wells in the state of Ohio as a working interest owner along with the execution of oil and gas leases covering mineral rights I own in the United States as Lessor. (*Chesapeake Energy*)

2006-2007: Land Manager, Cedar Valley Energy, Wooster, Ohio (In-House)

- o Accomplished the acquiring of multiple drill site/ no drill site leases and pipeline right of ways through negotiations with private and public landowners.
- o Participated in working interest as an investor for the drilling of new oil and gas wells.

2002-2006: Senior Landman, Range Resources Inc., Hartville, Ohio (Contract)

- o Acquired a significant amount of oil and gas leases, pipeline right of ways, meter site agreements, and compressor site agreements through negotiations with private landowners as well as performing research on title ownership in the county courthouse.
- o Managed seismic activity in the field, directed courses for effective training of Land men/Land women in the field to have a complete understanding of lease and right-of-way acquisition along with abstracting in the county courthouse.

2000-2002: Senior Landman, Anchor OGM LLC, F/K/A Apex Land Corporation, North Canton, Ohio (Contract)

- o Through negotiations with private landowners I was able to acquire a major increase in oil and gas leases.
- o Performed research title ownership in the county courthouse while overseeing seismic activity in the field.

1999-2000: Senior Landman, Heilmann Land Services Evans, West Virginia (Contract)

- o Examined title on surface owners along with oil and gas owners in the county courthouse.
- o Utilized strategic communication skills with private landowners for a major independent oil and gas exploration company. (*Cabot Oil & Gas*)

1998: Senior Landman, Energy Quest Inc., Traverse City, MI (Contract)

- o Attained oil & gas leases and seismic permits through negotiations with private landowners.
- o Settled land damages with private landowners and conducted ownership issues in the county courthouse.

1998: Senior Landman, Apex Land Corp. - North Canton, Ohio (Contract)

- o Assisting in the divestiture of over 300 million dollars' worth of exploration and production assets for a major international energy company. Functions included assembling information for the data room and sales brochure.

1996-1998: Regional Landman, Great Lakes Energy Partners, LLC. Hartville, Ohio (In House)

- o In charge of acquiring oil and gas leases in a defined area through effective dialog with private landowners for the purpose of exploring and producing oil and/or natural gas.
- o Troubleshoot any land damages in result of drilling operations and pipeline construction.
- o Divested uneconomical oil & gas wells to private landowners, prepared for the negotiations of surface release agreements with title companies and land developers.
- o Successfully collected debt on delinquent accounts pertaining to an overage on the free gas allotment with private landowners.
- o Resolved disputes with landowners in regards to exploration and pumping operations on private property while researched title abstracts in various courthouses for the procurement of oil and gas leases, pipeline rights-of-way and meter site agreements.
- o Accomplished finding the lowest freight rates with trucking companies to deliver ferrous scrap and discussed the details of rejection settlements and inspection of rejected material as required.
- o Visited industrial plant sites to retrieve information pertaining to scrap generation, shipping and receiving hours.

EDUCATION:

- **Bachelor of Science Degree in Business Administration with a Major in Marketing**
Ashland University, Ashland, Ohio

ORGANIZATIONS:

- **Notary Public for the State of Ohio**
- **Member of the AAPL**

