

CONTRACT LAND STAFF, LLC

PROJECT KICK-OFF TRAINING - ACQUISITION

INVENERGY – GRAIN BELT EXPRESS (“GBX”)

June 2nd – 4th, 2020

DAY 1 – Tuesday, June 2, 2020

**45
MIN**

WELCOME INTRODUCTIONS

Garrett Gill

(8:30 – 9:15)

- Agent Expectations During Training and Expected Outcomes
- Audio/Visual Check
- Welcome/words by Invenergy and Garrett Gill
- Introduction of Project Team Members
- Self-Introductions of all Agents on Team

**15
MIN**

LEVEL 1 SAFETY MOMENT and BEST PRACTICE REMINDER (BPR)

Adam White

(9:15 – 9:30)

- Safety Moment
- Best Practice Reminder (BPR)

**60
MIN**

Project Scope/Timeline/Intro to GBX

Krista Mann (Invenergy)

(9:30 – 10:30)

- Introductions of Invenergy
- Intro to Project – Where, When, Why, How
- High-Level Overview of the Line
- Communications with Landowners
- Media Relations
- Handling EMF-related Questions and Concerns
- Construction and Engineering
- Payment Structure to Landowners
- Political Opposition to Project

**30
MIN**

Grain Belt Express Code of Conduct

Adam White

(10:30 – 11:00)

**60
MIN**

LUNCH Break

(11:00 – 12:00)

**60
MIN**

LEGAL

Invenergy

(12:00 – 1:00)

- Easement Language Review
- Missouri Legal Requirements
- Missouri Eminent Domain
- Questions?

**30
MIN**

Grain Belt Express Landowner Protocol

Jon Clark

(1:00 – 1:30)

**30
MIN**

Environmental
Andrew Sullivan(Invenergy)
(1:30 – 2:00)

**15
MIN**

BREAK
(2:00 – 2:15)

**90
MIN**

Electric Transmission for ROW Agents
Jon Clark
(2:15 – 3:45)

**60
MIN**

Departing Words and Q&A
from Invenergy Project Team Members
Project Team
(3:45 – 4:45)

END OF SESSION

DAY 2 – Wednesday, June 3, 2020

**15
MIN**

LEVEL 1 SAFETY MOMENT and
BEST PRACTICE REMINDER (BPR)

Adam White

(8:30 – 8:45)

- Safety Moment
- Best Practice Reminder (BPR)

**45
MIN**

CLS ROW Scope for GBX

Garrett Gill

(8:45 - 9:30)

- What is included in our Scope
- What is excluded from our Scope
- CLS ROW Schedule
- CLS Milestones
- CLS Acquisition Rate Expectations

**30
MIN**

Construction and Engineering

Aaron White (Invenergy)

(9:30 – 10:00)

**120
MIN**

The Impacts of ROW on Agriculture
Identifying ROW Obstructions

Jon Clark

(10:00 – 12:00)

**60
MIN**

**LUNCH
(12:00 – 1:00)**

**45
MIN**

Agricultural Mitigation Protocol

Jon Clark

(12:30 – 2:30)

GBX Landowner Priority List and Landowner Risk Registry

Adam White

(2:30 – 3:00)

**30
MIN**

- Municipalities, Schools, Churches, Longer lead-time acquisitions, State, National Parks, DNR
- CRP lands
- Environmentally or culturally sensitive parcels
- Any structure over 20 degrees and pull pads
- Landowners with multiple parcels
- Tree Clearing Parcels – Bat Window
- High-Risk (dangerous) landowners

**15
MIN**

**BREAK
(3:00 – 3:15)**

**60
MIN**

ROW Guidelines and Tips and Tricks

Jon Clark

(3:15- 4:15)

**60
MIN**

Round Table Q&A CLS Closing Day 2 Remarks

CLS Leadership

(4:15- 5:15)

END OF SESSION

DAY 3 – Thursday, June 04, 2020

**15
MIN**

**SAFETY MOMENT and
BEST PRACTICE REMINDER (BPR)**

Adam White

(8:30 – 8:45)

- Safety Moment
- Best Practice Reminder (BPR)

**90
MIN**

Good Faith Negotiations

Adam White

(8:45 – 10:15)

- Skills & Techniques of Good Faith Negotiation
- Traits of a Successful Negotiator
- Understanding Landowner Personalities & Their Needs
- Protocol/Methodology for a Successful Negotiation
- Conflict Management & Demanding/Challenging Landowners
- Closing Techniques – How to Close the Deal

**15
MIN**

**BREAK
(10:15 – 10:30)**

**45
MIN**

CLS GBX Safety Plan

Phil Pack

(10:30 – 11:15)

**60
MIN**

**LUNCH
(11:15 – 12:15)**

**60
MIN****CLS Maps Training Part 1****Skip McVeigh****(12:15 – 1:15)**

- Intro to CLS Portal and Applications
- Searching and Selecting in MAPS
 - Begin Data Entry Training
 - Activity Notes
 - Statuses
 - Provisions
 - Documents
- Working with Names through MAPS
 - Adding vs. Associating
 - Updates to Names

**15
MIN****BREAK
(1:15 – 1:30)****60
MIN****CLS Documents for GBX
Process and Procedures****Krista Thomas****(1:30 – 2:30)****45
MIN****CLS Maps Training Part 2****Skip McVeigh****(2:30 – 3:15)**

- Controlling Layers in MAPS
 - Curative Layer
 - Status Layers
 - Client Layers
- Intro CLS Portal Reporting
 - Line List Reports
 - Status Progress Reports
 - General Q&A

**30
MIN****GBX Dashboard Report****Jon Clark**

(3:15 – 3:45)

**15
MIN**

BREAK
(3:45 – 4:00)

**45
MIN**

GBX Acquisition Process

Adam White
(4:00 – 4:45)

- Survey Process
- Easements Defined
- Provisions Defined
- Reporting Procedures & Contact Notes Reviewed
- Mortgage Subordinations
- Questionnaires

**60
MIN**

CLS Closing Day 3 Remarks and Q&A

CLS Leadership
(4:45- 5:45)

END OF SESSION