



# Grain Belt Express Land Agent Training Missouri Protocols

June 25, 2020

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## Our landowner engagement philosophy

Grain Belt Express strives to build and maintain long-lasting relationships with landowners by working in a respectful and collaborative manner for the life of the project.




## Our commitments to landowners

- Treat every landowner with consideration and respect
- Recognize and respect the interest of the landowners
- Avoid, minimize, and/or mitigate negative agricultural impacts that may result due to transmission line and converter facilities construction and operation



# Three Protocols govern land work in Missouri. Grain Belt has adopted these practices for all states.



## Code of Conduct

Grain Belt Express requires that its employees and representatives follow a Code of Conduct, which provides that all representatives treat every landowner with consideration and respect. In addition, Grain Belt Express strives to build and maintain long-lasting relationships with landowners by working in a respectful and collaborative manner for the life of the project. Below is the text of the Code of Conduct.

**Grain Belt Express Project Code of Conduct for Right-of-Way Agents and Subcontractor Employees**

This Code of Conduct applies to all communications and interactions with property owners and occupants of property by all right-of-way agents and subcontractor employees representing Grain Belt Express in the negotiation of right-of-way and the performance of surveying, environmental assessments and other activities for the Grain Belt Express project on property not owned by Grain Belt Express.

**I. All communications with property owners and occupants must be factually correct and made in good faith.**


- Do provide maps and documents necessary to keep the landowner properly informed.
- Do not make false or misleading statements.
- Do not purposely or intentionally misrepresent any fact.
- If you do not know the answer to a question, do not speculate about the answer. Advise the property owner that you will investigate the question and provide an answer later.
- Follow-up in a timely manner on all commitments to provide additional information.
- Do not send written communications suggesting an agreement has been reached when, in fact, an agreement has not been reached.
- If information provided is subsequently determined to be incorrect, follow up with the landowner as soon as practical to provide the corrected information.
- Do provide the landowner with appropriate contact information should additional contacts be necessary.

**II. All communications with property owners and occupants of property must be respectful and reflect fair dealing.**

- When contacting a property owner in person, promptly identify yourself as representing Grain Belt Express.

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## Missouri Landowner Protocol

**For Right-of-Way Acquisition for the Grain Belt Express**

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## Missouri Agricultural Impact Mitigation Protocol

**For the construction of Grain Belt Express**

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## The Missouri Public Service Commission Protocols

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*All employees, contractors, and land agents working on Grain Belt with landowners in Missouri are required to familiarize themselves with and follow these Protocols.*

*The Protocols are posted publicly and available for download at:*  
[GrainBeltExpress.com/landowners](http://GrainBeltExpress.com/landowners)

- The Missouri Protocol documents have been given to all land agents working on Grain Belt in Missouri
- Protocol provisions have been paraphrased, summarized or excerpted for the purpose of this training document
- During training, land agents are expected to refer to the full Protocols documents
- Land agents are advised that the actual language from the Protocols will govern interactions with landowners





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# Code of Conduct

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- “Provides that all representatives treat every landowner with consideration and respect.”
- Applies to all communications and interactions with property owners and occupants of property
- Must be observed by all right-of-way agents and subcontractor employees representing Grain Belt Express in the negotiation of right-of-way and the performance of surveying, environmental assessments and other activities for the Grain Belt Express project on property not owned by Grain Belt Express.





# Code of Conduct: Requirements

## Factual correctness and good faith communications

*Example: Provide accurate information, provide maps, provide land agent contact information, follow up in a timely manner, etc.*

## Respect and fair dealing

*Example: Promptly identify yourself as representing Grain Belt, avoid making the landowner feel pressured, do not argue with the landowner, obtain permission before entering the land for surveying, etc.*

## Respect for privacy

*Example: Treat landowner discussions as confidential, and do not ask a landowner to try to influence another landowner, etc.*





## Code of Conduct: Section I Overview

### I. All communications with property owners and occupants must be factually correct and made in good faith.

- Do provide maps and documents necessary to keep the landowner properly informed.
- Do not make false or misleading statements.
- Do not purposely or intentionally misrepresent any fact.
- If you do not know the answer to a question, do not speculate about the answer. Advise the property owner that you will investigate the question and provide an answer later.
- Follow-up in a timely manner on all commitments to provide additional information.
- Do not send written communications suggesting an agreement has been reached when, in fact, an agreement has not been reached.
- If information provided is subsequently determined to be incorrect, follow up with the landowner as soon as practical to provide the corrected information.
- Do provide the landowner with appropriate contact information should additional contacts be necessary.







## Code of Conduct: Section II Overview

### II. All communications with property owners and occupants of property must be respectful and reflect fair dealing.

- When contacting a property owner in person, promptly identify yourself as representing Grain Belt Express.
- When contacting a property owner by telephone, promptly identify yourself as representing Grain Belt Express.
- Do not engage in behavior that may be considered harassing, coercive, manipulative, intimidating or causing undue pressure.
- All communications by a property owner, whether in person, by telephone or in writing, in which the property owner indicates that he or she does not want to negotiate or does not want to give permission for surveying or other work on his or her property, must be respected and politely accepted without argument. Unless specifically authorized by Grain Belt Express, do not contact the property owner again regarding negotiations or requests for permissions.
- When asked to leave property, promptly leave and do not return unless specifically authorized by Grain Belt Express.
- If discussions with the property owner become acrimonious, politely discontinue the discussion and withdraw from the situation.





## Code of Conduct: Section II Overview (Continued)

### II. All communications with property owners and occupants of property must be respectful and reflect fair dealing.

- Obtain unequivocal permission to enter property for purposes of surveying or conducting environmental assessments or other activities. Clearly explain to the property owner the scope of the work to be conducted based on the permission given. Attempt to notify the occupant of the property each time you enter the property based on this permission.
- Do not represent that a relative, neighbor and/or friend have signed a document or reached an agreement with Grain Belt Express.
- Do not ask a relative, neighbor and/or friend of a property owner to convince the property owner to take any action.
- Do not represent that a relative, neighbor and/or friend supports or opposes the Grain Belt Express project, unless asked.
- Do not suggest that any person should be ashamed of or embarrassed by his or her opposition to the Grain Belt Express project or that such opposition is inappropriate.
- Do not suggest that an offer is “take it or leave it”.
- Do not threaten to call law enforcement officers or obtain court orders.
- Do not threaten the use of eminent domain.





## Code of Conduct: Section III Overview

### III. All communications and interactions with property owners and occupants of property must respect the privacy of property owners and other persons.

- Discussions with property owners and occupants are to remain confidential.
- Do not discuss your negotiations or interactions with other property owners or other persons.
- Do not ask relatives, neighbors and/or friends to influence the property owner or any other person.





## Code of Conduct: Questions for Discussion

1. How do you start a conversation with a landowner?
2. What do you do if you think a conversation with a landowner has become acrimonious?
3. What do you do if you see a No-Trespassing sign?
4. If a landowner asks you to leave their property, what do you do?
5. What are some helpful materials to have handy for a discussion with a landowner?
6. Should you ever say anything untrue or misleading to a landowner?
7. What do you do if a landowner asks you a question, and you don't know the answer?
8. Can we share information about negotiations from one landowner with another landowner?







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## **Landowner Protocol**

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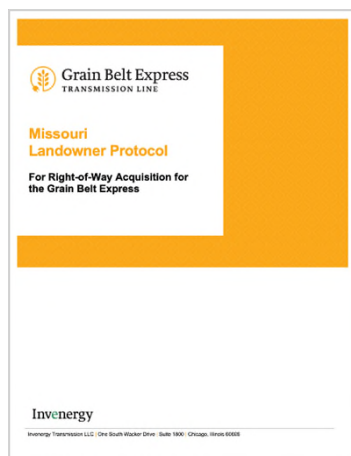
## Landowner Protocol: Overview

### Purpose

- “To recognize and respect the interest of the landowners”
- Our policy for interaction, communication, and negotiation with landowners

### Sections

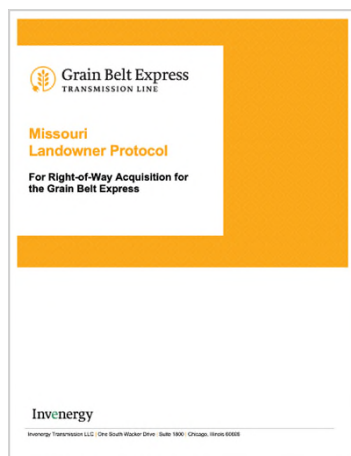
1. Code of Conduct
2. Approach to landowner and easement agreement negotiations
3. Compensation
  1. Easement payments
  2. Structure payments
  3. Agricultural impact payments
4. Update to land values
5. Agricultural mitigation policies
6. Tracking of landowner obligations
7. Binding arbitration
8. Decommissioning fund **(Note update from MO CCN order)**





## Landowner Protocol: Questions for Discussion

1. How will landowners be compensated?
2. How do we handle landowner feedback about placement of facilities on their land?
3. What if we reach agreement on the form of the easement agreement, but not on price?
4. How do we handle changes in land market valuations?







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# Agricultural Impact Mitigation Protocol

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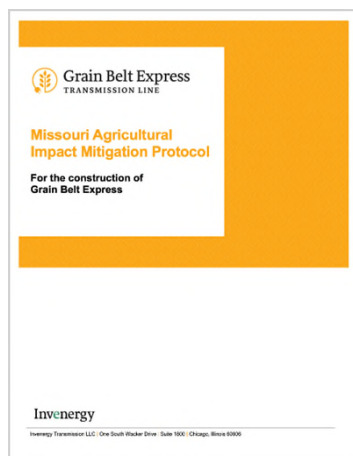
# Agricultural Impact Mitigation Protocol: Overview

## Purpose

- To avoid, minimize, and/or mitigate negative agricultural impacts that may result due to transmission line and converter station construction and operation.

## Topics

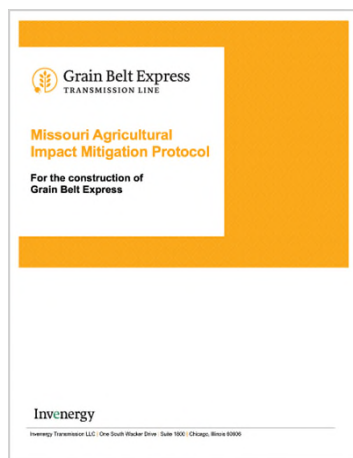
- Minimize impacts to landowner's property (4, 5)
- Soils (8, 9, 10, 11, 15, 16)
- Damage to landowner's property (13, 20, 21)
- Agricultural inspector (15)
- Notice and reporting (1, 2, 3)





## Agricultural Impact Mitigation Protocol: Questions for Discussion

1. What do we do with topsoil during construction?
2. What do we do when a landowner informs us that they have drain tile along the route?
3. What is the Agricultural Inspector's role?
4. What if a landowner has land enrolled in CRP?
5. What if a landowner is engaged in organic farming?





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## General Topics & Conclusion

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## General Topics: Questions for Discussion

1. Who owns Grain Belt?
2. What is the purpose of Grain Belt?
3. How was the route that has been approved by the KCC and MPSC established?
4. Are we buying the land in the easement area?
5. Can a landowner continue to farm in the easement area?
6. Do we want to receive information from landowners that will be helpful in micrositeing?





## General Topics: Questions for Discussion (w Answers)

1. **Who owns Grain Belt?**  
Invenergy Transmission LLC
2. **What is the purpose of Grain Belt?**  
To deliver clean, cost-effective energy from where it is most available to where it is most in demand.
3. **How was the route that has been approved by the KCC and MPSC established?**  
There was an extensive public and stakeholder engagement process in each state, and social, environmental and technical factors were taken into account.
4. **Are we buying the land in the easement area?**  
No. We are simply signing easement agreements
5. **Can a landowner continue to farm in the easement area?** Absolutely.
6. **Do we want to receive information from landowners that will be helpful in micrositeing?** Absolutely.



## General Topics: Questions for Discussion

1. How tall are the structures?
2. How many structures will there be, per mile?
3. How wide will the easement area be?
4. Are there any other similar lines built elsewhere in the US?
5. Where can a landowner go to find more information about Grain Belt?



## General Topics: Questions for Discussion

1. **How tall are the structures?**  
Typically 130-160 feet, depending on terrain, span length, turning structures etc.
2. **How many structures will there be, per mile?**  
Typically 4-5 per mile, depending on terrain, span length, turning structures, etc.
3. **How wide will the easement area be?**  
150 feet wide in most areas, up to 200 feet in some areas.
4. **Are there any other similar lines built elsewhere in the US?**  
Yes. There are approximately 10,000 miles of high-voltage direct-current (HVDC) lines operating in North America, about half of which has been in operation since the 1970s.
5. **Where can a landowner go to find more information about Grain Belt?**  
[GrainBeltExpress.com](http://GrainBeltExpress.com), and the website has phone and email contact information where you can reach out and get a response



# Thank you for participating today.

Look out for future trainings on the schedule ahead.

Your efforts ensure we live up to our commitments and earn the respect of landowners and other project stakeholders. Thank you for your work.

