

PROFESSIONAL SERVICES

# RIGHT-OF-WAY ACQUISITION, WATER RIGHTS, APPRAISAL AND GIS SERVICES



**TEXAS LAND & RIGHT OF WAY COMPANY, LLC**

615 Saint Paul Street  
Gonzales, Texas 78629  
Local (830) 672-5803



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Water Professional:

Texas Land & Right of Way Company, LLC, is pleased to submit this Professional Services packet to you for Right-of-Way Acquisition, Water Rights, Appraisal, and GIS Services.

Using a team approach to achieve the needs of our clientele, we are building upon our resources by:

- engaging multiple professional appraisal companies as our appraisal sub-consultants.
- tailoring a committed, comprehensive team with expertise in all areas of **water rights, waterlines, wastewater, and transmission line acquisitions within your local region.**

Our combination of grassroots values and professional expertise give us a great vantage point for landowner-client accessibility. We diligently keep apprised of local community events and population growth which allows for keen insight to landowner and client perspective. In direct result of our past participation in regional infrastructure, water resources, and transportation projects, **we've established numerous stable relationships with local landowners and agencies.**

In the following pages, we shall outline the qualifications of our team to show the broad spectrum of our experience in providing right-of-way (ROW) negotiation/acquisition, GIS Services, administrative/project management, escrow/title coordination, appraisal, and appraisal review services as well as condemnation support.

As Owner/CEO, I am proud of this dedicated team of administrative staff, senior right-of-way professionals, and certified appraisal experts who possess the skills and **experience required to deliver timely acquisitions in both rural and developed environments** while maintaining a respectful relationship with existing and new landowners. While the bottom line is always a top consideration, our company prides itself on minimal adversarial outcomes which ultimately provides a steady climate for advocacy on behalf of every client.

We appreciate the opportunity to submit our qualifications for your consideration and would be honored to assist you with your needs.

We do look forward to partnering with your organization.

Sincerely,

A handwritten signature in black ink, appearing to read "Rene de la Garza". The signature is written in a cursive, flowing style.

Rene de la Garza  
Chief Executive Officer  
Texas Land & Right of Way Company, LLC

## Professional Services

How many years has your organization been in business of providing right-of-way acquisition services?

1986-2012: (DBA) Rene de la Garza Permit Services  
 2012-2023: Texas Land & Right of Way Company, LLC

If a corporation, provide the following:

Date of Incorporation:	9/18/2012
State of Incorporation:	Texas
Chief Executive Officer:	Rene de la Garza
Project Manager's Name:	Steven R. Scott, Sr
Secretary's Name:	N/A
Treasurer's Name:	N/A
Corporation Address:	615 Saint Paul Street, Gonzales, Texas 78629

Below, list all states in which your firm is legally qualified to do business.

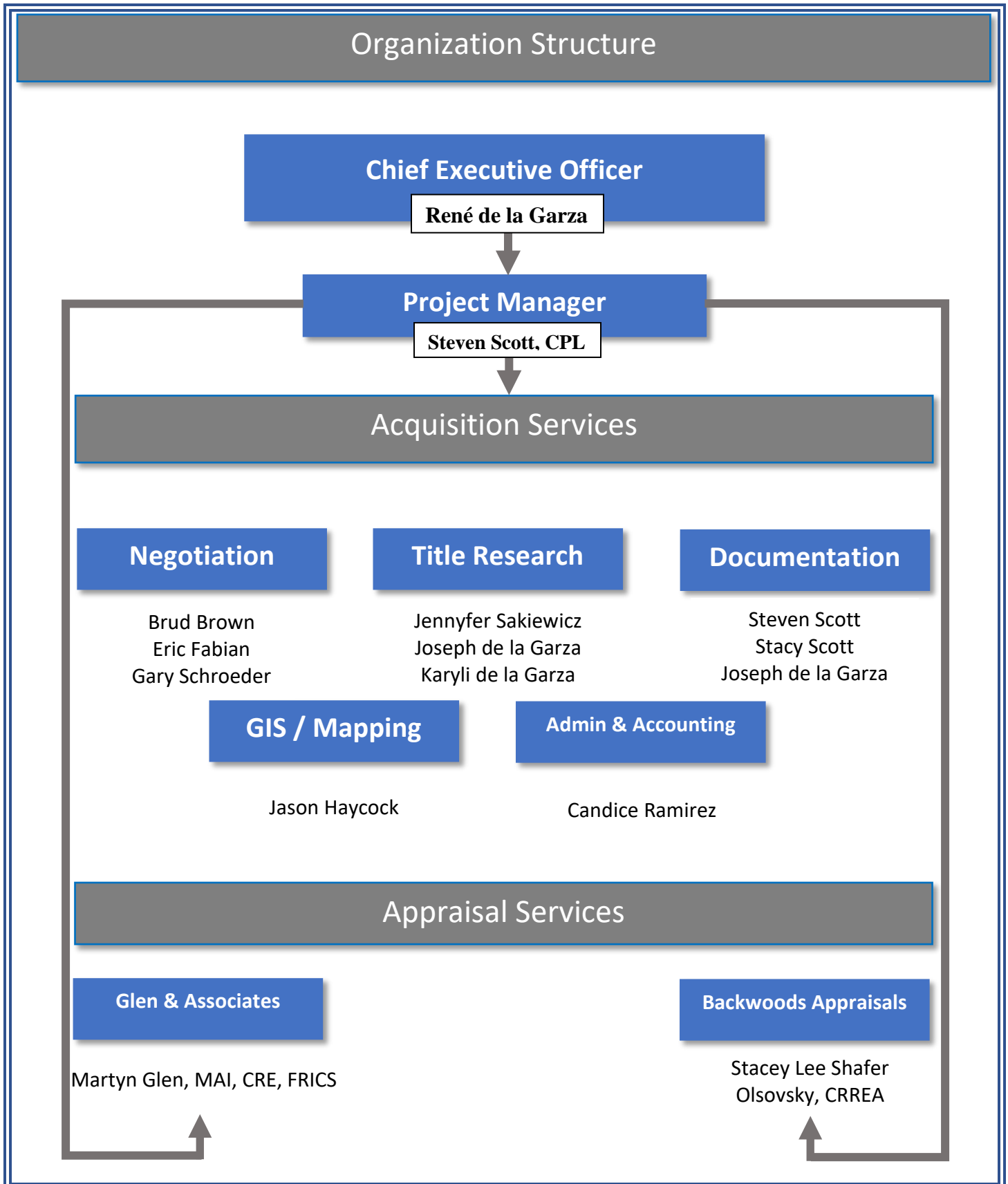
Texas

How many years has your organization been in business of providing right-of-way acquisition services?

### ROW Team Experience

Personnel	License & Registrations	Total Years Exp.	Rural Areas	Suburban >40,000	Suburban <40,000	State Highways	Project Management	Administrative	Negotiation	Title Coordination	Condemnation Support	GIS ROW Mapping	Appraisal	Water Rights Acquisition
			Areas				Services							
Rene de la Garza	ERW	41	✓	✓	✓	✓	●	●	●	●	●			●
Steve Scott	ERW, CPL	20	✓	✓	✓	✓	●	●	●	●	●	●		●
Eric Fabian	ERW	16	✓	✓	✓	✓	●	●	●	●	●			●
Brud Brown	ERW	7	✓	✓	✓	✓	●	●	●		●			●
Gary Schroeder	ERW	7	✓	✓	✓	✓		●	●					
Matt Callihan	ERW	16	✓	✓	✓	✓	●			●	●			
Jennyfer Sakiewicz	RL	31	✓	✓	✓	✓	●	●		●	●			
Joseph de la Garza		11	✓	✓	✓	✓		●		●				
Jason Haycock		11	✓	✓	✓	✓	●					●		
Karyli de la Garza		2	✓		✓			●						
Martyn Glen	TALBC – TREC BROKER	56	✓	✓	✓	✓	●	●	●				●	
<b>Total Years of Combined Experience</b>		<b>222</b>												

# Professional Services



# Professional Services

## Approach

Texas Land & Right of Way Company, LLC, (TXROW) is a Texas limited liability company based out of Gonzales, Texas with certifications in HUB-Zone, HUB, ESBE, HABE, MBE, and SBE. Our core experience includes the acquisition of fee-simple title, right-of-way easements and water rights in multiple counties throughout central Texas including Bandera, Bastrop, Bexar, Blanco, Burnet, Caldwell, Colorado, Comal, Dewitt, Guadalupe, Gonzales, Hays, Karnes, Lavaca, Mitchell, Travis, Washington, and Wilson. Our high standard of success is upheld by a team of dedicated professionals with diversified backgrounds in oil and gas, public utilities, real estate, construction, and finance. We approach each project knowing that landowners are the most crucial component and the key to our continued success. Awareness to the everchanging cultural and rural environment is vital to understanding each landowners' involvement and attachment to their land. Our assessment of this awareness has resulted in very few adversarial outcomes throughout the acquisition process and ultimately proved beneficial for our clientele.

Maintaining that key partnership creates a climate for us to advocate for the project and our client. Keeping those interests in mind, the bottom line is always considered. Proactive identification of potential concerns at each stage is our goal, and the means to time and cost-efficiency. Well field development begins with assessing existing leases to see what rights each client already has. Preliminary research must be completed to assure any communication is with the owner of record. Our experience has proven that the best way to gain favor with landowners is to send notification letters introducing ourselves and informing them of the project. Obtaining topographic maps which are overlaid with land ownership enables us to better analyze ground conditions and identify possible obstacles before boots are on the ground. Additionally, TXROW dispatches and completes site survey and inspection for all projects. Communication with engineering is crucial to project development. The easement sizes and alignments are dependent on what is going in it (i.e., pipeline, power and/or access).

Acquisition cost is kept minimal by using County Appraisal District data for land valuation. Using this approach takes an objective, standardized look at land values without the initial need of appraisals, which can cost up to \$3,500.00 per parcel. Landowners are generally agreeable to this approach, being that the information is publicly accessible and equally comparable within an area.

Initiating consistent reporting to the client ensures the project will be completed in an organized and timely manner. Using our established process, we provide thorough reporting to every client, which keeps the project moving forward and on schedule.



## René de la Garza, CEO

### Project Management – Negotiation – Water Rights Specialist

#### Background

Mr. de la Garza has more than 40 years of experience in ROW and real estate industry. He specializes in acquisition, title research, water rights, general construction, environmental construction, and project mgmt. He is a results-oriented leader with a strong track record of performance, using a team approach to achieve goals.

Rene has excellent interpersonal skills, capable of resolving multiple and complex issues, and motivating staff to peak performance. He has a reputation for building rapport and maintaining long-term business relationships.

#### Experience

##### **Wells Ranch & Blumberg – Canyon Regional Water Authority**

Rene leased 20,000-acre feet of Water Rights for Canyon Regional Water Authority in Guadalupe and Gonzales Counties.

##### **USDA Waterline – Crystal Clear Special Utility District**

Rene was responsible for owner identification, making offers, negotiating easements (water and sanitary control) and land and water acquisition and damage claims. Negotiated test well agreements, leased water rights and acquired easements for the development of Crystal Clear SUD's systems in Guadalupe, Hays, Comal, and Caldwell Counties.

##### **FM 725 Waterline – Green Valley Special Utility District**

Rene was responsible for owner identification, making offers, negotiating easements and land acquisition and damage claims.

##### **SH 130 Relocation – CCSUD and Polonia Water Supply Corporation**

Rene provided project management for water pipeline relocation for SH 130. In addition to providing land acquisition services, Rene negotiated water and sanitary control easements for the project, many of which were donated by the landowner.

##### **Highway Widening – City of Marble Falls & TxDOT**

Rene provided title curative services in collaboration with the City of Marble Falls and TxDOT to acquire property for highway widening project in Burnet County.

##### **Water Supply and Transmission Line – City of Kenedy, Texas**

Rene worked with the City of Kenedy, Texas to lease 3000 acre-feet of water rights and acquire approximately 24 miles of abandoned railway property for major system-wide improvements in Karnes County.

## Professional Services



### **Steve Scott, CPL, Project Manager**

**Title, Negotiation, Mapping,  
Condemnation Support**

#### **Education**

B.S. ed | Chemistry, Mathematics  
Southwest Texas State University  
M. ed | Religious Studies  
Andersonville Theo. Seminary

#### **Licenses / Certifications**

- Certified Professional Landman
- TREC ERW #32346
- AAPL# 73669
- IRWA# 7977044

#### **Background**

Mr. Scott has more than 18 years of experience in title and right-of-way services. He is skilled in title research, due diligence, curative; preparing leases, Rights of way documents, purchase agreements, and affidavits; and proper recording of legal documents. As a ROW Agent and Petroleum Landman, Steve has negotiated a wide variety of petroleum leases, pipeline rights of way, and cured legal title for many oil and utility companies.

#### **Experience**

##### **TWDB & CIP Projects - Crystal Clear Special Utility District**

Steve managed a team of ROW agents in the acquisition of over 200 parcels in Guadalupe, Gonzales, Caldwell, Hays, and Comal County.

##### **Water Systems Improvement – Polonia Water Supply Corporation**

Steve managed a team of ROW agents in the acquisition of a 63-parcel project in Caldwell County, Texas.

##### **Water Supply and Transmission Line - City of Kenedy, Texas**

Along with his team, Steve performed title research and analysis for over 350 parcels in Karnes and Wilson County. The research also included extensive title research for the abandoned primary railroad corridor.

##### **Corix Utilities (Texas) - Various Counties**

Along with his team, Steve managed several projects including rights of entry, and acquisition of easements for sewer, potable water and multi-utility use.

##### **Private Developers- Various Counties**

Along with his team, Steve managed several projects including rights of entry, and acquisition of easements for sewer, potable water and multi-utility use.

##### **GIS System Mapping – Crystal Clear Special Utility District**

Steve created an interactive mapping application which allowed CCSUD staff and contractors to easily search and locate existing easements and well site data for any given property within the CCN.

##### **Title/Leasing – Chesapeake**

Steve led a Landman team in a 500,000+ acre play in the Eagle Ford Shale.

## Professional Services

### Eric Fabian

#### Negotiation – Condemnation Support



##### Background

Mr. Fabian has worked in the right-of-way industry for over 9 years and covered territory from Oklahoma to South Texas. As a ROW Agent, Eric has negotiated a wide variety of pipeline rights-of-way and previously spent 10 years working on oil and gas pipeline projects and utility right-of-way projects. Eric is one of the leading agents for TXROW's negotiation team.

##### Experience

##### 140-Mile Parkway Pipeline - Louisiana

Responsible for owner identification, survey requests, negotiating easements, land acquisition, and damage claims.

##### 400-Mile Lobos Pipeline - New Mexico

Managed a large team through acquisition of over 200 Parcels. Assisted survey crews to develop solutions for unanticipated right-of-way obstructions and addressed plan variances. Monitored survey crews to ensure designated pipeline routes were in proper compliance.

##### 24" Transmission Line – AQUA Water Supply Corporation

Eric provided critical negotiation support between local landowners and the water company to secure easements for a 35-parcel transmission line in Travis County, Texas.

##### Water Systems Improvement – Polonia Water Supply Corporation

Eric acquired 25 easements for a 63-parcel project in Caldwell County, Texas, all but one being donated.

### Brud Brown

#### Negotiation – Condemnation Support



##### Education

BSc | CJ & PS |  
Midwestern State University

##### Background

Mr. Brown has over 3 years of experience in right-of-way services. Brud is highly skilled in negotiation and right-of-way acquisition. As a licensed ROW Agent, Brud has negotiated hundreds of easements for numerous public utility providers throughout the central Texas region.

##### Experience

##### System Improvements - Green Valley Special Utility District

Brud assisted in acquiring the water rights for over 50 acres of land necessary to meet short deadlines required by the CTGCD and TCEQ.

##### TWDB & CIP – Multiple Projects - Crystal Clear Special Utility District

Brud was essential in the acquisition of numerous easements on various TWDB and CIP projects.

##### CenterPoint Energy – Central Texas Region

Brud worked on a maintenance crew that improved system wide infrastructure and handled landowner resolution for multiple projects.



# Professional Services



## Gary Schroeder

### Negotiation

#### Education

Texas A&M University

#### Background

Mr. Schroeder has worked in the ROW industry for two decades. He has wide-knowledge and experience with dispute resolution, negotiation, acquisition, and construction for both utility providers and oil and gas companies.

#### Experience

##### Water Supply and Transmission Line - City of Kenedy, Texas

Gary recently oversaw the right-of-entry phase for all railroad adjacent parcels in the acquisition of an abandoned 22-mile segment of land previously owned by Union Pacific.

##### TWDB & CIP – Multiple Projects - Crystal Clear Special Utility District

Gary provided negotiation and acquisition support for various TWDB and CIP projects within Hays, Comal, Guadalupe, and Caldwell County, Texas.

##### Penn Virginia Oil & Gas – Gonzales, Texas

Gary provided supervision for multiple lease crews. He monitored pipeline and meter information to prevent catastrophic failure.

## Matt Callihan

### Negotiation – Abstractor

#### Education

BA | Resource & Env. Studies |  
Texas State University

#### Background

Mr. Callihan recently oversaw a large lease acquisition that covered over 20,000 acres of land in Lee and Bastrop County, Texas. Matt has over 16 years of title examination and ROW experience in both public utilities and oil & gas.

#### Experience

##### Water Rights - Summit Springs - CORIX Utilities

Assisted in acquiring the water rights for over 70 acres of land necessary to meet short deadlines required by the CTGCD and TCEQ.

##### Water Systems Improvement – Polonia Water Supply Corporation

Acquired several easements for 63-parcel project located in Caldwell County, Texas.

##### TWDB & CIP – Multiple Projects - Crystal Clear Special Utility District

Performed 100-year title examination on over 70 parcels throughout Central Texas on various TWDB and system improvement projects.

##### FM 1101 Road Widening – Crystal Clear Special Utility District

Performed 30-year title examination on over 30 parcels in Guadalupe and Comal County, Texas.





## Jennyfer Sakiewicz, RL

### Abstractor

#### Education

MA | Ancient & Classical History | American Public University

BA | Interior Environmental Design | University of the Incarnate Word

#### Licenses / Certifications

- Registered Landman
- AAPL #100632, SAAPL

#### Notary Public (Texas) Background

Mrs. Sakiewicz has more than 30 years of experience in title, real estate, and right-of-way services. She specializes in title research, real estate acquisition, due-diligence, curative, and documentation. As a respected petroleum landman, Jennyfer has provided extensive title services to an array of organizations.

#### Experience

##### **Water Supply and Transmission Line - City of Kenedy, Texas**

Abstract of title and analysis for over 350 parcels in Karnes and Wilson County. The research also included extensive inspection of title records for the primary railroad corridor.

##### **Oil & Gas Leasing/Acquisition – TX/NM and Satellite**

Sovereignty title inspection on potential drill sites, including mineral, royalty and related interests for lease acquisition, due diligence, and/or corporate acquisitions. On numerous projects, Jennyfer performed team lead and QA supervisory responsibility.

##### **Applewhite Reservoir – San Antonio, Texas**

Lead a team of skilled researchers tasked with comprehensive 50-year title record inspection for the acquisition of prospective reservoir property.

## Joseph de la Garza

### Preliminary Research & Documentation

#### Background

Mr. de la Garza has been working in the ROW industry for over 10 years and has extensive knowledge of title inspection, water rights, and water lease agreements. Prior to joining Texas Land & Right of Way, Joseph focused on familiarizing himself with the mechanics of the business by working at various oil and gas well sites.

#### Experience

##### **Multiple Projects– Canyon Regional Water Authority**

Title inspection for over 5,000 acres of land in Guadalupe and Gonzales County, Texas.

##### **Water Rights and Well Research - City of Kenedy, Texas**

Sovereignty abstract of title for over 1,000 acres of property in Karnes and Wilson County.

##### **Wastewater Treatment Plant – Green Valley Special Utility District**

Primary abstractor for wastewater project in Guadalupe County, Texas.



# Professional Services

## Karyli de la Garza Benes

### Preliminary Research & Documentation



#### Education

BGS, Cum Laude | General Studies: Business Administration, Communication Studies, Geography | Texas State University

#### Background

Upon graduating Cum Laude from Texas State University and having previously served 2 consecutive internships with TXROW, Ms. de la Garza was offered a full-time position in January of 2021. Utilizing three diverse disciplines acquired with her academic minors, Karyli provides the perfect skillset for future business leadership at Texas Land & Right of Way.

#### Experience

##### Crystal Clear Special Utility District

**Preliminary and Research:** Karyli has excelled at researching title in preparation for acquisition of easements and rights of way.  
**Documentation and Recordation:** Research and recordation of over 100 easements obtained by applicants for new water/utility service.

## Jason Haycock

### GIS Professional



#### Education

BSc | Geographic Information Science | Texas State University

#### Background

Mr. Haycock has more than 15 years of experience with GIS project management, map production, cartographic design & presentation, and geodatabase administration.

#### Experience

##### ROW & System Mapping (Multiple Clients)

**GIS Administrator:** Development and maintenance of GIS data structure for multiple projects. Deployment of interactive web maps for project tracking and system-wide reference.

##### Thomas W. Schleier & Associates

**GIS Specialist & Project Manager:** Oversight and implementation of client-focused map design, dataset development, product deployment, and database management for multiple projects. Coordination, development, and presentation of map products and datasets for clients within the Oil, Gas, & Energy Industry. Mapping of oil & gas leases, well locations & laterals, pipeline & waterline easements, hydrography, and other various map features. Dataset and metadata development within the guidelines of state, federal, and industry standards.

## Sub Consultant Qualifications

### Martyn C. Glen, MAI, CRE, FRICS

#### Appraisal Professional



#### Education

BSc | Agriculture |  
University of Aberdeen

Land Agency |  
College of Estate Management

RICS | Reading University

V.F.M. Partial | Lincoln College

#### Licenses / Certifications

- Real Estate Broker (Texas)
- Certified General Real
- Estate Appraiser (Texas)
- Real Estate Property Tax Consultant (Texas)

#### Background & Experience

Mr. Glen has been actively engaged in real estate valuation and consulting since 1967, entering the appraisal profession as a valuer in the Valuation Department of the Inland Revenue in Scotland. During his time with the Valuation Department, he was personally involved in the valuation of all types of heritable property for taxation purposes and in connection with the acquisition and disposal of property by other government departments. These properties included commercial and industrial real estate in the City of Aberdeen, agricultural properties including extensive and intensive farming enterprises in northeast Scotland together with timber valuations and valuations concerning shooting and fishing rights and mineral properties. He was also involved in the practical appraisal of sheep stations and rural agricultural properties throughout both the north and south islands of New Zealand.

Mr. Glen has a broad range of experience in valuation and analysis of all types of real estate including neighborhood and community shopping centers, apartment complexes, single and multi-tenant industrial buildings, low to high rise office buildings, mixed used facilities, ranches, and vacant land for different uses. Specialized real estate and interests therein valued include nursing homes, schools, golf courses, military bases, self-storage, country clubs, air rights, water rights and in situ minerals. Clients served include accountants, investment firms, law firms, lenders, and private and public agencies. Valuations have been performed for condemnation purposes, estates, financing, equity participation and due diligence support. Valuations and market studies have been done on proposed, partially completed, renovated and existing structures.

Mr. Glen received a Bachelor of Science Degree in Agriculture from the University of Aberdeen, Scotland and a partial Diploma of Valuation and Farm Management from Lincoln College, Christchurch, New Zealand. He has been a member of the teaching faculty of the San Antonio Board of Realtors and was also a member of the teaching faculty of San Antonio College. In 1988, he was a member of the Conference Faculty of the University of Texas School of Law and was an active panel participant in the Conference on Valuation of Assets in Bankruptcy held that year. In 2000, 2001, 2002, 2003, 2004, 2005, 2009 & 2014, he was again a member of the Conference Faculty of the State Bar of Texas and wrote papers on the valuation of water rights and delivered these papers at the annual conferences of these years.

## Professional Services

### Recent Project Experience

Project, Location, Duration	Client/Contact	Parcels	Project Mgmt.	Negotiation	Title Curative	Closing Services	Condemnation	Appraisal	Relocation	TWDB Funding
Water Rights - Summit Springs Burnet/Blanco 2019-2020	Corix Utilities Scott Ahlstrom, VP 512.306.4003	244	●	●	●			●		
Water Systems Improvement Caldwell 2019-2020	Polonia WSC Paul Pittman, GM 512.398.6496	62	●	●	●		●	●		
SCC WWTP Phase I & II Projects Guadalupe 2019-2020	Green Valley SUD D. Pat Allen, GM 830.914.2330	80	●	●	●		●	●		●
TWDB Projects Guadalupe, Caldwell, Comal, Hays 2018-2020	Crystal Clear SUD Mike Taylor, GM 830.372.1031	50	●	●	●			●		●
FM 1103 Road Widening Guadalupe 2019-2020	Green Valley SUD D. Pat Allen, GM 830.914.2330	21	●	●	●			●		●
Water Supply Transmission Line Karnes and Wilson 2019-2020	City of Kenedy, TX William Linn, City Manager 830.583.2230	250	●	●	●	●		●		
South Haeckerville Road Widening Guadalupe 2019-2020	Green Valley SUD D. Pat Allen, GM 830.914.2330	22	●	●	●					●
Kingsbury Road Extension Guadalupe 2019-2020	Crystal Clear SUD Mike Taylor, GM 830.372.1031	15	●	●	●			●		
Highway 87 Road Widening Bexar 2018-2019	East Central SUD Albert Strzelcyk, Jr., GM 210.649.2383	10	●	●	●					●
Cooksey Road & Loop 1604 Bexar 2020	East Central SUD Albert Strzelcyk, Jr., GM 210.649.2383	99	●	●	●					

## Professional Services

### References (alphabetically)

Client/Entity Name	Primary Office Location Address	Primary Contact Name and Number	Website
Canyon Regional Water Authority	850 Lakeside Pass New Braunfels, TX 78130	John Kaufman, GM 830.609.0543	crwa.com
City of Kenedy, Texas	303 W Main St Kenedy, TX 78119	William Linn, City Manager 830.583.2230	cityofkenedy.org
Corix Utilities (Texas), Inc.	1812 Centre Creek Dr, #207, Austin, TX, 78754	Scott Ahlstrom, VP Operations 512.306.4003	corix.com
Creedmoor-Maha Water Supply Corporation	12100 Laws Road Buda, TX 78610	Matt Pickle, GM 512.243.2113	creedmoormahawsc.com
East Central Special Utility District	5520 FM 1628 Adkins, TX 78101	Brandon Rohan, GM 210.649.2383	eastcentralsud.org
Crystal Clear Special Utility District	2370 FM 1979 San Marcos, TX 78666	Regina Franke, GM 830.372.1031	crystalclearsud.org
Green Valley Special Utility District	529 S Center St Marion, TX 78124	D. Pat Allen, GM 830.914.2330	gvsud.org
City of Marble Falls, Texas	800 3rd Street Marble Falls, TX 78654	Caleb Kraenzel, Asst. City Manager 830.798.7055	marblefallstx.gov
Hanson Professional Services, Inc	13809 Research Blvd, #710 Austin, TX 78750	David Underbrink 512.708.9322	hanson-inc.com
LNV, Inc	8918 Tesoro Dr., #401 San Antonio, TX 78217	Marcus J. Naiser, PE Donald L. White, PE, RPLS 210.822.2232	lnvinc.com
Southwest Engineers	307 St. Lawrence St Gonzales, TX 78629	Jerry Shepherd 830.672.7546	swengineers.com
Wetrock Groundwater Services, LLC	317 Ranch Road 620 S, #203 Austin, TX 78734	Kaveh Khorzad, P.G., President 512.773.3226	wetrockgs.com
Utility Engineering Group, PLLC	191 N. Union Ave New Braunfels, TX 78130	Garry Montgomery, PE David Kneuper, PE 830.214.0521	uegpros.com
Steger Bizzell Engineering	1978 S. Austin Avenue Georgetown TX 78626	Curtis R. Steger 512.930.9412	stegerbizzell.com

## Professional Services

Amount of general liability insurance carried:

\$1M per Occurrence, \$2M Aggregate

Have there been any claims:

No claims have ever been filed.

Name of Firm: Texas Land & Right of Way Company, LLC

By:



Name:

Rene de la Garza

Title:

CEO

Address:

615 Saint Paul Street, Gonzales, Texas 78629

Phone:

830.672.5803

Fax:

833.561.2580

Contact Name:

Steve Scott

Phone:

830.672.5803

Email:

scott@txrow.com