

Jeff Weagley, CCIM

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SUMMARY

A results oriented, hands-on professional with more than twenty-five years of wide ranging real estate and right of way related experience; creative problem solver with ability to drive business growth, resolve conflict, improve morale, and consistently exceed objectives; successfully negotiated and completed over 1,000 transfers of real property rights valued at over \$100 million; recognized as an expert in researching, analyzing, and interpreting fee and leasehold realty practices, principles, and laws; considered to be a ethical and trusted advisor to clients and stakeholders; highly respected in the industry; often served as a mentor; corporate president decision maker regarding all aspects of successful business operations.

RIGHT OF WAY TALENTS

Negotiation - Acquisition - Disposition - Asset & Property Management - Site Analysis & Valuation Relocation - Legal Review - Title Research - GIS-Mapping - Survey - Entitlements - Easements - Zoning Public Outreach - Environmental Assessment - Project & Construction Management - Data Tracking Governmental Affairs - Political Savvy & Lobbying - Liaisons with Home Owners Associations

BUSINESS TALENTS

5-Star Customer Service - Team Leadership - Business Development & Practices - Communications Social Media - Advertising & Marketing - Planning & Implementation - Market Research & Analysis Regulatory Compliance - Economic Development - Finance - Banking & Accounting - Taxation

MECHANICAL and CONSTRUCTION TALENTS

Fabrication - Plans & Blueprints - Working with Tools - Precision Motor Skills - Ergonomics & Design Troubleshooting - Plumbing & Electrical - Millwork & Carpentry - Security Systems - Home Automation Electronic Schematics - Advanced Computer Software & Hardware skills - Automotive Diagnostics

EDUCATION / LICENSES / AFFILIATIONS

B. B. A. Real Estate and Finance – Eastern New Mexico University, Portales, NM
CCIM – (Certified Commercial Investment Member of the CCIM Institute)
Real Estate Qualifying Broker's License – California and New Mexico
Commercial Contractor's License – NM (GB-98 Unlimited contract value)
IRWA – (International Right of Way Association)

RECENT MEETINGS AND SEMINARS

IRWA International Pipeline Committee Winter Meeting	01-12-2012
FERC Environmental Review and Compliance for Natural Gas Facilities Seminar (3 days)	03-13-2012

CAREER HIGHLIGHTS

Williams Company (NYSE: WMB), Tulsa, OK 2012 to Present
Senior Land Representative

- Responsible for the negotiation and acquisition of land related to energy infrastructure construction projects
- Conduct research and prepare land-related contracts
- Develop project-specific land acquisition plans
- Manage third-party land services providers while tracking and reporting land acquisition progress to key stakeholders
- Contribute Right of Way expertise and coordinate land activities with engineering, survey, permitting and construction professionals
- Currently manage all Right of Way activities on four petrochemical pipeline projects in the Gulf Coast region

Weagley Ltd., Albuquerque, NM & Carlsbad, CA 1983 to 2012

Oil Industry Consulting & Public Outreach - Equilon Pipeline (Shell Oil) and Williams Energy

- Conducted site analysis and secured contract to acquire a petroleum products distribution facility
- Negotiated a property use agreement between neighbors, elected officials, and the client
- Achieved a rare 90-day rezoning from farm land to the highest level industrial use
- Administered and scoped for an Environmental Assessment (EA)
- Participated in team tasked with preparation of a draft EA
- Trained in media relations/crisis communications
- Compiled technical data from the engineering team (corrosion control, in-line inspection, etc.)
- Translated results into laymen's terms for public scoping meetings
- Planned and proctored meetings then gathered and compiled public comments for the record

Property, Asset, and Construction Management - coordinated complex projects

- Created comprehensive reporting, budgeting, and management systems for accounting, inspection, maintenance, CAM reconciliation, budgeting, renewals, and capitol replacements
- Recruited, managed, motivated, and awarded subcontractors, vendors and team members
- Assisted with space planning, A.D.A. compliance, utilization, layout and design
- Interpreted boundary and topographic surveys, maps, engineering and construction documents
- Conducted construction meetings, assisted in permitting issues, and managed project budgets
- Reviewed Passive/Active Solar and Green Building (LEED) methodologies

Multi-media Production - Conceptualized and launched the Albuquerque CCIM Virtual Bus Tour

- This multimedia presentation showcased newly built commercial projects and was attended by over 500 business and industry professionals
- Recognized that attendance had outgrown the logistical ability to hold a physical bus tour
- Led team in identifying properties, writing scripts, acquiring ground and aerial photography
- Interviewed and hired voice talent/production studio then served as MC at public presentations

Economic Development - Served on several organizational boards

- Hired an executive director and lobbied for and obtained governmental funding for The Estancia Valley Economic Development Association (EVEDA) while serving as charter member and VP
- Participated in formation of a Business Improvement District (BID) and projects that required Tax Incremental Financing (TIF) while on the Albuquerque Uptown Progress Team

Commercial Real Estate - CCIM designee, an expert in the area of commercial/investment real estate

- Rendered high quality services and investment analysis to a broad range of clients
- Performed valuation, management, leasing, and sales across all property types including retail, office, industrial, multi-family and vacant land
- Negotiated and reviewed complex documents, contracts, leases, licenses, and proposals
- Utilized advanced knowledge of site analysis, valuation, mapping, GIS, and demographics

Trust Real Estate - Consistently awarded assignments from Bank of America, Wells Fargo, and others

- Developed an extensive knowledge of the interpretation and practical application of document provisions, probate law, taxes, investments, and the laws of estate and trust administration
- Met critical requirements where attention to detail and high ethical standards were imperative

Residential Real Estate - Managed, listed, and sold residential and apartment properties

- Facilitated countless transactions through numerous market cycles
- Provided clients and customers expert advice and service by consistently monitoring trends and adapting to changes in market conditions

Business Acumen - President of a successful real estate, construction, and consulting corporation

- Instituted business/strategic plans and provided investment analysis
- Directed teams to facilitate and assist business operations and client services as needed
- Advertised and promoted business image and client properties through various media outlets and formats including Power Point presentations
- Managed all transactions from inception to completion including accounting and escrow
- Created budgets, completed all corporate accounting/tax filings, and met regulatory requirements
- Maintained high proficiency in computer software/hardware systems including Microsoft Office

AT&T Mobility / CB Richard Ellis, Cerritos, CA
Real Estate Transaction Manager – SO CAL, AZ, NM, CO, NV, WA, HI

2008 - 2009

Retail Real Estate Transaction Management - Consultant to AT&T Mobility for CB Richard Ellis

- Assisted in the management of a regional retail new store program by obtaining first-hand knowledge of corporate client's respective real estate markets
- Provided market research, site analyses, demographics, and mapping of trade areas
- Effectively drafted, created, and/or negotiated RFP's, LOI's lease summaries, leases, opinions of value, monthly status reports, pipeline reports, marketing packages, etc.
- Managed field agents and third party agents' transaction activity in eight western states
- Interviewed and hired a new agent to represent client in the Colorado market