



COMPANY PROFILE

www.peaklandservices.com

Introduction:

Peak was built with the mission of creating a superior land services company for both our clients and contractors. Our team knows what it takes to successfully run a project from start to finish.

Through effective communication and our results-oriented approach, we understand how to add value to a project.

Our experience in the energy industry and right-of-way and transmission industries have equipped our team with the necessary skill sets to lead projects in a variety of applications, including title examination, land rights research, safety compliance, spatial modeling and GIS, surveying, and field negotiations.

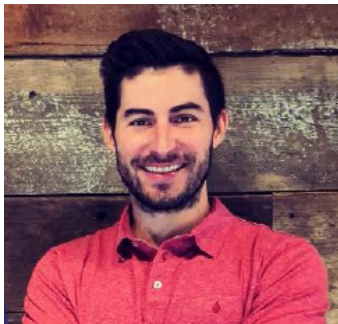
We have experience working with petroleum and natural gas pipelines, electric transmission and distribution grids, wind farms, solar arrays, and other technologies which support our modern lifestyle. We take pride in helping safely power Americans' daily lives through landwork. We hope that as you learn more about what our company can offer, you will be inspired to start a conversation about how Peak Land Services can assist your company. *We look forward to getting to know you!*

Our Team:

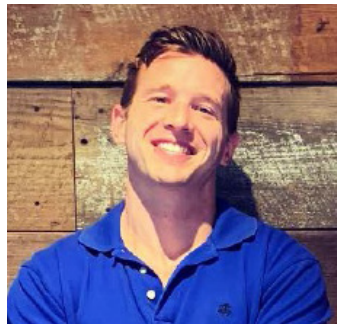
When this company was formed, we wanted to be sure to set ourselves apart from other land brokerages. Unlike many other land companies across the United States, where land agents and landmen are treated like your “dime a dozen” contractors, our contractors are treated with the upmost respect and integrity. They are valued and are integral to the success of this company. Peak Land Services values its contractors and promotes leadership opportunities throughout the company.

When our land agents and landmen exhibit loyalty and produce results, we reciprocate that by promoting them to leadership roles with added responsibility. This way, our landmen and land agents are able to gain additional valuable experience in the industry while garnering pride in the fact that they have taken a management role within the company. Peak has an extensive management team with a collaborative and results-oriented approach to our daily work. We have a laid-back culture that lives by one rule, “get results.”

Leadership:



Mitchel Eberenz
Co-Founder and President



Cole Frederick
Co-Founder and President



Nathan Waddell
Co-Western Regional Manager



Russell Layton
Co-Western Regional Manager

Erik
GIS and Mapping Manager

Jason Hubenthal
VP of Operations

Kenneth Stamps
VP of Land Permian Basin

Gary Beggs
Senior Business Advisor



A message from the founders:



Mitchell Eberenz,
Co-founder

We believe landwork is a key ingredient in the foundation upon which energy is discovered, generated, and transferred. We provide a full suite of land services for Gas, Electric, and E&P Companies and stress results and quality. We don't value hierarchy or titles; from owners to interns, we all do the dirty work in order to get the job done. We work harder than our competitors because we love what we do.

People say great teams are built around culture. Culture is a hard thing to create or define, but you definitely know it when you see it. Meet our team and you'll know what I mean.



Cole Frederick,
Co-founder

Peak, to me, represents a place where each landman can be an individual and pursue their career goals. Without stringent corporate and bureaucratic parameters, there is plenty of opportunity for our landmen to grow their knowledge and experience across the land industry. Given the lack of "red tape" at our company, our landmen can increase their efficiency, focus on attaining their goals, and achieve QUALITY RESULTS- which, in the end, are what our clients desire.

At Peak, we instill in our landmen the importance of turning in work "with your name on it." It is a direct reflection of our company and the individual landmen who did the work. Knowing that each report took hard work and focused attention reassures our clients that we have their best interests in mind. It is with this approach that we are able to deliver a complete product, enabling our valued clients to make strategic and sound decisions.

WESTERN OFFICE

The Western Regional office of Peak Land Services focuses on attracting and keeping the best talent. With the everchanging landscape and complexities of dealing with land rights in the Western United States, good ROW acquisition agents, land agents, surveyors, and title examiners are key to any project. The Western Regional office has this talent and the experience to be able to support your next project, whatever it may be. Having offices in both Texas and California allows our team to attract top talent in Texas and give them an opportunity to work in another state.

OUR SERVICES

Peak Land Services is a fully integrated land brokerage company offering a full suite of land related services. From land rights research to surveying, Peak Land Services can help with your next project.

Peak Land Services understands how imperative it is to meet our clients' needs in a timely manner. Projects can vary and require different approaches depending on our clients' goals. Our experienced team of land agents, right of way agents, and surveyors have the skill to take on a wide variety of land related tasks.

- Land Rights Research and Examination
- Encroachment Management and Negotiation
- Project Management
- Data Management
- Inspection Services
- ROW Acquisition and Related Services
- Leasing
- Title
- Surveying
- GIS Mapping
- Site Selection
- Fee Acquisition



Current State & Future Plans:

As we focus on the changing demands of infrastructure development, we recognize how important capable teams that can work efficiently in today's fast-paced world are. Our team of land professionals is used to working under tight deadlines, sometimes in remote locations performing inspections and due diligence, while constantly communicating with our clients to maintain project visibility and convey accurate progress. We have never had more information at our fingertips, but this creates a unique challenge for us, requiring the ability to efficiently analyze, quantify, and visualize the best information, and dismiss the unnecessary. Many of our team members have gone to school with a focus in land management, energy commerce, and real estate, so they are equipped to understand the complexities of modern infrastructure development. At Peak Land Services, we strongly encourage continued education in organizations like the International Right of Way Association (IRWA) and the American Association of Professional Landmen (AAPL) to further our professional edge.

In 2018, Peak Land Services made the Inc. 5000 *Fastest Growing Companies* at #946 overall, and #32 in the energy industry, for year-over-year growth. Our goal is to become your preferred provider in land services as we continue to expand our operations throughout the Western United States. We'd love to get to know your business and see how Peak Land Services might be a partner in your next project.

Q & A for Western Regional Managers:

Answered by Nathan Waddell

Q

Nathan, you were both recently promoted at Peak and have taken on the role of expanding the land department in the Western Region. What work history and background got you this position?

A

Russ and I are very fortunate to share a similar work history and background in the land industry. We have both worked as Land Agents and Team Leads for Pacific Gas and Electric (PG&E) on their Community Pipeline Safety Initiative (CPSI). From land rights research to owner negotiations, CPSI was an all-encompassing land project that gave us good perspective and experience in the California land industry. In addition to our California work, we have worked on multiple long-term oil and gas projects in the Permian Basin, where we ran title, leased, and acquired lands for our clients. I think our combined experience in both Texas and California has made us prime candidates for growing this office. We have a diverse work history, which is just what you need to tackle some of the land related issues and projects in a very diverse Western United States.

Q

Nathan, both you and Russ have worked extensively in Texas and California. What are your biggest takeaways from both experiences?

A

While they share some similarities, Texas and California have both been very different experiences with different challenges. Most of our experience in Texas is related to oil and gas land work in the Permian Basin. The Permian Basin has been a very competitive place to be a landman for the last few years. There are a lot of different companies competing to acquire, lease, and drill land in finite areas. This makes the ability to meet timelines, be diligent with landowners, and be efficient when running title very important. Being a landman in the Permian Basin is a fast-paced job that requires constant results. Working for a big client in California, such as PG&E, also requires a fast-paced work style. However, I'd say the biggest takeaway from working in California is the diverse makeup of the state. One day you are working with a landowner in a rural orchard, the next day you are researching land rights in a densely populated city where there are ROWs, easements, and parcels going every which way. On top of that, California has a much more diverse geography and more environmental regulations, making land work increasingly challenging. Being successful in California and the Western United States takes a land team which can adapt and grow with the everchanging land issues.

Q

You have both worked extensively in the surface and transmission side of the land industry. What do you like most about this side of the business? What are you most excited about each day when you wake up for work?

A

We both comment on this a lot. The best thing about working on the surface and transmission side of the land industry is the diversity of the areas you work in. You are not subject to one particular area, since pipelines and electric lines span vast areas of land. Especially working for a big utility like PG&E, you might work on land rights in San Francisco one day, then be driving down to San Luis Obispo the next day to speak with a landowner. Each day provides a new and unique challenge, which gets us excited.

Q

What keeps you motivated to provide your clients with the highest level of quality and detail in your work? What drives you?

A

Usually surface and transmission land work means big projects. Putting a pipeline from here to there. Installing a wind farm in this location. Researching land rights to help complete a big safety project. Knowing that we are usually a part of a big project, which adds value to the energy grid in some way, gets us fired up. When we provide high quality work to our clients, we know that work helped in the completion of something that benefits many people. The work might mostly be behind the scenes, but in the scope of it, we know the work makes a difference.

Q

Why do you think the Western office along with the rest of the Peak management team have what it takes to get results more efficiently and cost effectively without sacrificing quality when compared to competitors in the Western Region?

A

I think Peak Land Services is used to operating in a more crowded space than our competitors in California. Land brokerages, big and small, are present all over Texas. Oil and gas companies have far more choices when it comes to picking a company to complete their land work. Peak Land Services has had to be more cost effective and efficient to operate in Texas successfully. Our goal is to carry on that cost effectiveness and efficiency to clients in the Western Region of the United States. Land companies are few and far between in California. Furthermore, most of these companies don't have access to high quality land professionals. Being born in Texas, we have access to land professionals who have spent years in the industry and most likely have gone to school to become a land agent.

Q

Peak has a laid-back culture, but yet they stress “results above the rest.” Will you speak to this a little more?

A

This question really encompasses what Peak is all about. It is a “work hard, play hard” type of mentality that is promoted at all Peak Land Services offices. A 10-hour day in the office doesn’t mean anything if you aren’t providing quality results for your client. Efficiency is key at Peak Land Services. Get your work done in an efficient and effective manner, so you can enjoy other parts of your life. I can honestly say this is what I’ve experienced at Peak Land Services since day one. In addition, there is a general camaraderie and trust that the company has which makes up the culture. We are all willing to help each other when a new project comes in. If I don’t have direct experience in a particular area, I’m confident I can get assistance from one of my team members in short time. We are a very collaborative group which I think helps us get more done.

Q

What is the best part about working with the Peak team?

A

This kind of goes back to the previous question, but I would have to say the culture. Peak really just has a great office culture. We are a results-driven team and make it our mission to provide the best product possible for our clients. However, all our land agents and landmen have the freedom to get other things done in their lives outside of work, including vacation and time with friends/family. In addition to the freedom, I would have to say grass roots leadership is really promoted. If you are loyal and produce top quality results, growth in your career is easily attainable with Peak Land Services. Russ and I are both honored and thankful to be an example of this.

Answered by Russell Layton

Q

If you had to sum up Peak Land Services in one sentence for all of your potential Western Region clients, what would it be?

A

Peak Land Services is excited to solve complex land issues and create value for our clients so they can focus on their core business.

Q

Peak Land Services was born in Texas with a focus in oil and gas. How and why did the Western Regional office come to be?

A

We realized that many of the areas we had developed expertise in for the oil and gas industry were transferrable to the energy and infrastructure projects outside of Texas. The oil and gas industry deals with complex land issues, delicate legal and environmental pressures, and developing technologies which are very similar to the challenges faced by operators and developers of major infrastructure projects nationwide. As California continues to lead the nation in adopting some of these new technologies, Peak Land Services identified a mutually-beneficial opportunity to help firms sort through some of these land-based puzzles.

Q

The Western area of the United States faces many obstacles when it comes to land related business (i.e. heavy regulations, environmental concerns, wildfire threats, dense population). How does Peak Land Services plan to tackle these obstacles for their clients?.

A

Nate and I realize the first step in tackling these challenges is to understand our clients’ needs. Some clients have been proactively addressing the aforementioned concerns for decades while others are needing to react more quickly to recent events. In either scenario, our team understands the careful approach that must be taken to minimize liability and maximize positive impact in managing these fragile situations. Finding and understanding the relevant information is of utmost importance. Once the information has been analyzed, then decision makers can begin crafting a strategy to prevent future liability or mitigate ongoing exposure. From understanding easements and an operator’s rights in a particular service area, to finding gaps in documentation and fixing inconsistencies, our mission is to help you with your land-based projects.

Q

There are several land service companies currently operating in and around California. How does Peak Land Services stand out and differentiate themselves from their competitors?

A

Peak Land Services began with a “distributed” workforce framework from the beginning. What this means is that rather than centralizing our workforce to a single location, we have the opportunity to employ top talent from across the world. For example, our lead GIS Specialist works from New Zealand, the V.P. of Permian Operations works from Midland, Texas, the founders and much of our team works from offices in Fort Worth, Texas, and Nathan and I are growing the Western Region office from the Sacramento, California, area. While this might sound challenging to manage, our team works efficiently and collaborates easily with today’s technology. We only hire people we can trust to fit this model, and for us, it works. This distributed workforce allows us to hire experienced professionals without having the constraint of being in only one or two geographic locations. Furthermore, since our headquarters and a good chunk of the workforce is based in Texas, we can maintain a lower cost of doing business than some of the larger companies with corporate campuses in expensive areas of the country. This means savings for you.

Q

What is one thing that Peak Land Services can immediately add value to for its clients?

A

Quite simply, we live and breathe land services. Our entire focus has been saving companies money by taking on their land work and letting them focus on their primary business. We are not a drilling and exploration company, an electric and gas company, a water company, or a solar company – but we have helped all of those types of businesses in land services so that they can refocus their talent on more productive parts of their business.

Q

What about the future? With the everchanging landscape of land related needs, how does Peak Land Services plan to adapt to the future needs of their clients?

A

The first thing we do is prepare ourselves to meet these needs. As previously mentioned, our landmen and land agents continue to sharpen their skills by attending continuing education, networking with other land professionals, staying current on legislation and environmental regulations, and taking on new projects. Nate and I are actively involved in the International Right of Way Association and the American Association of Professional Landmen, and most of our company are also involved in one if not both of these organizations. Secondly, we are serious about relationships.

We will take the time to get to know our clients so that they can build a trusting relationship with us. Our results-driven approach and friendly attitude will show you why Texas hospitality is so contagious.

Q

Good talent is hard to come by in and around California when looking for land agents/acquisition agents/etc. How does Peak Land Services differ from other companies in regard to access to good land talent?

A

This is the beauty of the distributed workforce model. We never wanted to limit ourselves to only a pool of people in a specific city so we opened up the doors to find the best. Our land professionals come from all backgrounds and educations, but most are formally trained, having studied Energy Commerce, Energy Technology Management, Geographic Information Science, and Real Estate to name a few. In addition, our collaborative approach and friendly culture means we share our knowledge base extensively so that we can all grow to become a more capable team.



Timeline events

2014

Founded Peak Land Services in Texas – Peak was founded with hopes of changing the way land service companies are perceived in the industry through honest communication, strategic growth, and the most comprehensive training and continued education program of any land group.

2014 – Opened headquarters in Midland, Texas – Peak was born in one of the most difficult areas of the country to perform landwork in. The amount of activity from renewables, oil and gas, and pipeline companies creates complex planning and surface related issues that must be solved with attention to detail, case law, and creativity.

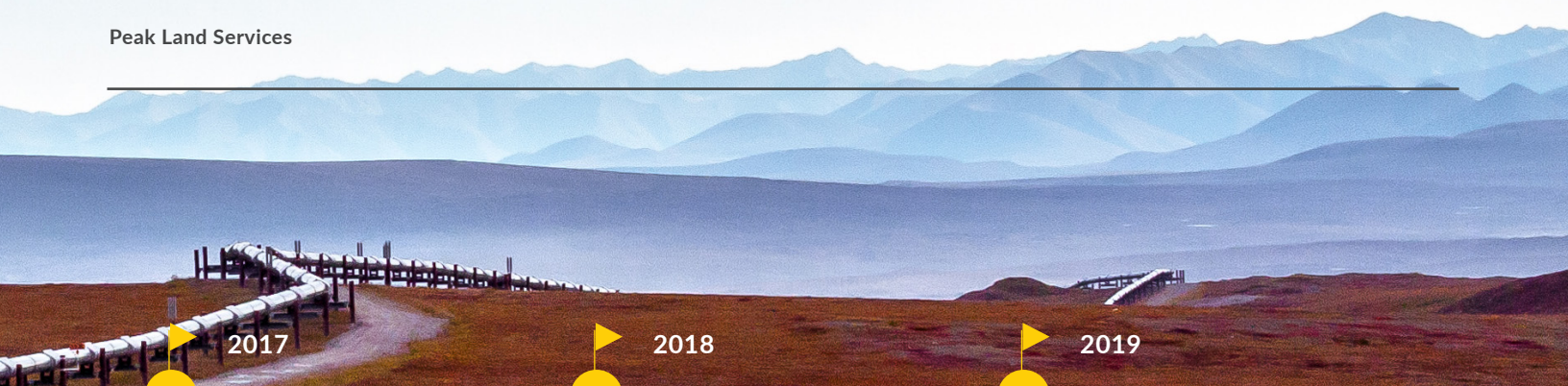
2015

Launched SMARTMAP Management – Smartmap management is a systematic process of managing a project through the use of web mapping applications. Our clients have complete visibility into their project and fully understand what they are paying for and whether they are on schedule to meet their deadlines. Smartmap management gives top brass the ability to navigate a map visually and access reports with the click of a button.

2015 – Hired GIS and Survey Manager, Erik Singels – Erik Singels taught GPS Satellite surveying at UTD. He attended the Master's Program in GIS at UTD, and is skilled in all aspects of mapping and surveying. Erik streamlined our mapping quality control, and created a custom database for managing large scale projects.

2016

Expanded ROW and Surface Division – Strategic hires allowed us to expand our service offering and begin taking on large scale pipeline and ROW projects throughout Texas.



2017

2018

2019

Completed a nearly year long ROW project – Peak completed a large-scale ROW project in West Texas for an out of state midstream company, and oversaw all of the associated construction. With multiple line changes, ownership, and ROWs needed on hundreds of tracts, our team worked tirelessly to ensure the job got done!.

2017 – Expanded into Solar Work – From identifying prospects for small DG solar projects, to full scale project site selection due diligence, we’ve got you covered.

2017 – Opened New Office Location in Fort Worth – With a growing client list across the country and a need for the best talent in the land services space, Peak opened a new loft style office off South Main Street in Fort Worth, Texas, to attract and retain the best landmen in the business.

2017 – Peak Teaches Class for Texas Tech Energy Commerce Program – Peak was asked to teach a class to the land-focused Texas Tech Energy Commerce program highlighting “How to run title while deed plotting.” This taught students how to map out tracts or Right-of-Ways while running title.

2017 – Strategic Advisor Gary Begs Joins the team – Gary Beggs was the Head of Operations at one of the largest land services companies in Texas, until the eventual sale just six years after being founded. Gary understands the challenges of running a successful land services company and brings endless amounts of experience to our management team.

Fast Growth – *INC Magazine* – Peak Land Services made the *Inc. 5000 Fastest Growing Companies* at #946 overall, and **#32 in the energy industry**, for year-over-year growth.

2018 – Completed first water transfer and acquisition project – With water scarcity becoming more of an issue nationwide, understanding how to transfer water from its source to the people or companies who need it can be challenging. Our skilled ROW team and acquisition specialists know how to get the job done.

2018 – Hired VPO, Jason Hubenthal – As we continued to scale we needed to bring in an executive who understood all aspects of managing teams. Jason is one of the most respected landmen in the state of Texas, known for his honesty and work ethic that can’t be beat. Great teams usually have great leaders, and Peak has that in spades.

Hired VP Land West Texas, Kenneth Stamps – Having worked at Peak since its beginning, Kenneth has seen every aspect of the business. He has a degree in Energy Commerce from Texas Tech University and has seamlessly taken the reigns of our West Texas Office.

2019 – Opened California Office – Peak landmen Nathan Waddell and Russell Layton approached the Peak management team with the idea to utilize our skills as a premier land services provider in a less crowded market. Having both worked extensively in California for large scale utilities and electric companies, focusing on Surface, ROW, and Encroachment services, we knew that this branch was in good hands.

2019 – 2nd Quarter – The launch of our Denver office and the movement into the Rockies.



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