



Fractivism

Corporate Bodies and Chemical Bonds

Experimental Futures

Landman Report Card Appendix

The Landman Report Card (LRC) was a web-based tool to help landowners learn and share information about landmen, the agents who represent oil and gas companies. Users of the LRC had access to a database containing reports about individual landmen and profiles of the oil and gas companies they represent. Users could also submit their own report cards, contact other users, and use the site as their own private diary of interactions with this industry.

LRC was developed by the ExtrAct Research group from MIT's Center for Future Civic Media, it was online between 2010 and 2018. This appendix contains reportcards from LRC referenced in Chapter 8 of *Fractivism: Corporate Bodies and Chemical Bonds*. Other reportcards can be found on the Internet Archive. The sites url was: www.landmanreportcard.com.

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2018

[https://www.dukeupress.edu/
fractivism](https://www.dukeupress.edu/fractivism)

All report cards on LRC were generated by users and in no way reflect the opinion of the ExtrAct group, Center for Future Civic Media, M.I.T. or other affiliated organizations.

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Fractivism: Corporate Bodies, Chemical Bonds

Appendix 2: Landman Report Card

Amy Mall, the energy organizer for Natural Resource Defense Council (NRDC) published a press release on the COG list on January 25 2010 which read:

Center for Future Civic Media releases Landman Report Card: a resource to support citizens negotiating with big energy

The easy-to-use, web-based resource helps landowners educate and assist each other as they negotiate drilling rights with oil and gas company representatives MIT's Center for Future Civic Media <<http://civic.mit.edu/>> , where researchers develop novel technologies for communities, has launched the Landman Report Card, an easy-to-use web-based resource that helps landowners educate and assist each other as they negotiate drilling rights with oil and gas company representatives.

Chris Csikszentmihályi, Director of the Center for Future Civic Media, said, "There's a real need for this kind of information. Recent findings in New York State and Wyoming indicate that the impacts of natural gas mining are profound and lasting, and we are just starting to learn about the long-term effects of hydraulic fracturing on human health, property, and the environment. An army of 'landmen', whose job is to get the best terms for the companies they represent, are now combing many parts of the U.S. Landowners often feel pressured to sign away their mineral rights immediately, even though an agreement could have long-lasting effects on their health, property, and community. Landowners need time and information to make a good decision."

Landman Report Card allows users to submit reports about individual landmen and their companies, browse report cards submitted by other users, contact other users, and use the site as their own private diary of interactions with this industry. The site also provides links to information about best practices for land professionals, information about the gas leasing process, and information to help landowners prepare for a visit from a landman.

"Knowledge is key," says Csikszentmihályi. "Landman Report Card gives citizens in mineral-rich areas of the country a way to learn about the professional negotiators knocking on their doors. A decision to sign a lease - or not - can change a family's life and their community, so the more people know about landmen and their business practices the better prepared they can be to negotiate. We have found that landowners in a community where drilling is just starting are often very surprised to read about the experiences of people who have been living with drilling for decades."

Landman Report Card (www.landmanreportcard.com <<http://www.landmanreportcard.com/>>) was produced in collaboration with citizens' alliances in Colorado, New Mexico, Texas, New York, Pennsylvania, Ohio and West Virginia as well as the EARTHWORKS Oil and Gas Accountability Project.

About the Center for Future Civic Media

The Center for Future Civic Media at MIT develops new technologies and social systems

for sharing, prioritizing, organizing, and acting on information. The Center supports and fosters civic media and political action; serves as an international resource for the study and analysis of civic media; and coordinates community-based test beds both in the United States and internationally.”

Url: <http://www.landmanreportcard.com/lrc/review/58>

Date: 2010-02-04

User Info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

Landowner in marcellus shale territory

Courtesy: 20

Reliability: 20

Honesty: 20

Knowledge: 20

Landman: [REDACTED]

Company: [REDACTED]

Practices:

bad legal advice

said it was binding for only one owner to sign when two people were in title

Unethical business practices

Misinformation

General misstatement of certain facts

Rushed

Seemed like he wanted me to sign immediately

Report Card:

I was present at my sister's request. She was being coerced into signing a lease she did not want. Two [REDACTED] landmen came over around 8:30pm, and introduced themselves as [REDACTED]. They insisted the DEAL ENDS RIGHT AWAY as usual, it was imperative that the lease be signed NOW (it was all filled out and ready) because the lease bonus amounts will be MUCH LOWER after this. When the landmen were questioned and proven wrong they became insulting to my sister and myself. They told her she didn't understand anything (she's been a title searcher since 1985) and they told me I knew nothing and argued with them since they stepped in the door. (An audio tape proves otherwise). When it was clear that I would not let my sister be coerced into anything, they got mad and the older guy flipped me the bird as he was leaving!

url: <http://www.landmanreportcard.com/lrc/review/53>

date: 2010-01-19

user info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 20

Reliability: 0

Honesty: 20

Knowledge: 20

Landman: JOHN D [REDACTED]

Company: [REDACTED]

Practices:

Unethical business practices

Report Card:

ON LABOR DAY WEEK END 2009 JOHN D [REDACTED] CAME TO OUR DOOR, WITHOUT A PERMIT TO SOLICIT AT, HE APPROACHED MY FAMILY MEMBER WITH THE STORY OF HOW HE WAS GOING TO MAKE US ALOT OF MONEY FOR OUR NEIGHBOR IS PUTTING IN A GAS WELL AND WE TOO CAN BE BENEFACTORS OF THIS BY SIGNING A LEASE. MY FAMILY MEMBER DID NOT OPEN THE SCREEN DOOR SHE ASKED HIM SEVERAL TIMES TO JUST PUT HIS CARD IN THE MAIL BOX AND SHE WOULD SEE THAT THE OWNERS OF THE PROPERTY WOULD GET IT. THE NEXT DAY MY HUSBAND CALLED THIS JOHN DENNINGS AND HE WAS AROGANT, ILL INFORMED, INSULTING, UNPLEASANT AND JUST PLAIN RUDE. HE CAME TO OUR PROPERTY AGAIN TO OFFER US MORE MONEY AND I WAS HOME, HE SAID HE HAD INFORMATION AND A LEASE FOR US TO SIGN AND THAT HE WOULD LIKE TO TALK TO US. I EXPLAINED TO HIM THAT WE WERE NOT INTERESTED IN A GAS WELL ON OUR STREET SO COUNT US OUT. I PUT FORTH AWARENESS TO MY NEIGHBORS AND WE DECIDED TO ADDRESS OUR MAYOR AND COUNCIL AT A CITY COUNCIL MEETING. JUST BEFORE WE WERE LEAVING FOR THIS MEETING. JOHN D [REDACTED] CALLED US AT HOME AND THREATENED US. SAYING THAT WE BETTER BE CAREFUL WHAT WE SAY AT THE MEETING FOR WE WERE BEING VIDEO TAPED. SINCE THEN THIS MAN AND HIS COMPANY HAVE BEEN PUSHING THEIR WAY THROUGH OUR CITY WITH THEIR BAD MANNERS AND UNPLEASANT TACTICS.

Url: <http://www.landmanreportcard.com/lrc/review/59>

date: 2010-02-04

user info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 20

Reliability: 20
Honesty: 20
Knowledge: 20

Landman: Jim [REDACTED]

Practices

misinformation
Unavailable
Unethical business practices

Report Card:

An individual calling himself Mr Rush had several individuals sign leases. He promised them \$2k per acre and said he represented Chesapeake. After obtaining the signatures, he became increasingly hard to locate. He did not return calls and upon further examination, it appears he was using an alias and his real name is Jim [REDACTED]. Chesapeake advised they don't have anyone by either name working for them. This individual was apparently mis representing himself and trying to flip these leases and make a profit.

Url: <http://www.landmanreportcard.com/lrc/review/21>

Date: 2009-02-02

User Info: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 20%
Reliability: 0%
Honesty: 20%
Knowledge: 0%

Landman Name: B [REDACTED] F [REDACTED]

Oil and Gas Company: [REDACTED] [REDACTED]

Practices:

Unethical business practices

Report Card:

I will not do business with [REDACTED] or [REDACTED] ... and here is why.

In June or July of 2007 we began to receive letters from [REDACTED] of [REDACTED] [REDACTED] asking that we consider leasing our mineral rights to [REDACTED]. Each of the 2 or 3 letters we received included a lease and instructions for how to sign it. [REDACTED] was offering a 1/8 (12.5% royalty) and a small signing bonus of about \$200. Since our neighborhood is residential most lots are between 0.5 and 1.5 acres – ours is a little over 0.5 acres. We decided that we were not really interested in having a

well in our residential neighborhood, so we set the letters aside. In August of 2007 we received, via Certified Mail, a very disturbing and threatening letter stating that because [REDACTED] had been unsuccessful in leasing our minerals voluntarily that they would be filing a request with the State of Ohio to have our property Manditorily Pooled for inclusion in the acreage required for the [REDACTED] well [1][2]. To be clear, the certified letter said that we would be Manditorily pooled, and if we wanted to be DISMISSED FROM THIS ACTION we could voluntarily sign a lease. This sure sounded to me like [REDACTED] was attempting to coerce my family into leasing our mineral rights to them. So, once again, we just set the letter aside. A few weeks later my neighbor across the street got certified mail from The State of Ohio. It seems that [REDACTED] did file papers with the State to Manditorily pool my neighbors lot for inclusion in the tract for the [REDACTED] well. Even though I was told via certified mail that MY lot was to be manditorily pooled for the [REDACTED] well, the maps filed with the State of Ohio did not indicate my property was to be included [3][4]. I went with my neighbor to a hearing in Columbus Ohio regarding the proposed [REDACTED] well. The hearing was before the Ohio Technical Advisory Council on Oil and Gas (TAC). I expressed my opposition to the proposed well, and also informed the TAC that [REDACTED] had sent me a threatening letter via certified mail saying that I was being Manditorily Pooled for the [REDACTED] well – and I was sent this letter even though the maps submitted to the State clearly showed that my property was NOT included in any of the properties listed to be Manditorily Pooled for the [REDACTED] well. At the hearing [REDACTED] told the TAC that the certified letter I received was a mistake – the letter was intended for another [REDACTED] family down the street [5]. A subsequent check of public records available from the Cuyahoga County Auditors office showed no other [REDACTED] family on my street [6]. The TAC chairman scolded [REDACTED] and [REDACTED] from [REDACTED] for sending me the threatening letter. In the weeks following the hearing I found out that several OTHER families on the street had also received threatening Certified Mail from [REDACTED]. These other families were also threatened that their property was to be Manditorily Pooled for the [REDACTED] well, and if they wanted to be DISMISSED FROM THIS ACTION they could negotiate a lease voluntarily. My Neighbor appealed the TACs decision to recommend approval of [REDACTED]s mandatory pooling application. So once again, we traveled to Columbus. This time we appeared before the Ohio Oil and Gas Commission. At the appeal (#788) we presented evidence to the commission showing that at least FIVE families on our street received certified mail threatening Mandatory Pooling for the [REDACTED] well – even though tract maps for the [REDACTED] well submitted to the State did NOT include these properties. We showed the commission the letters. The commission findings indicated that the manner in which [REDACTED] uses Mandatory Pooling is “disconcerting” [7]. The commission would seem to agree that the letter I received was “threatening” [7].

[REDACTED] and [REDACTED] have attempted to use leasing techniques that I feel are unethical and very disturbing to me.

Attachments:

[1] Certified letter to [REDACTED] family threatening Mandatory Pooling

[2] Envelope for certified letter above [1]

[3] Tract map for proposed [REDACTED] well filed with the State of Ohio on Sep 24, 2007. Map shows four Mandatory Pool properties... [REDACTED]

[4] Revised Tract map for proposed [REDACTED] well filed with the state of Ohio. Surveyed Oct 16, 2007. Map shows one Mandatory Pool property... [REDACTED]

[5] Transcript of Nov 13th 2007 Mandatory Pooling hearing - Pages 110-111

[6] Search results from Cuyahoga County Auditors website for "[REDACTED]" families in Cuyahoga County.

[7] Oil and Gas Commission findings – page 12.

Url: <http://www.landmanreportcard.com/lrc/review/24>

Date: 2009-02-14 12:49:44 +0100

User Info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 0

Reliability: 0

Honesty: 20

Knowledge: 0

Oil and Gas Company: [REDACTED]

Practices:

Rushed

Seemed like he wanted me to sign immediately

Unethical business practices

Report Card:

We were approached by [REDACTED] to sign a lease on a one acre lot of our three acres in far west Fort Worth. I immediately declined because I was concerned about the vacant 6 acres next to our home becoming a potential well site. I was assured by two separate landmen at [REDACTED] that if I signed with them I could avoid having a well next to my property because they were planning to access the minerals from other sites. They gave me a deadline of a few days and said that after that they couldn't guarantee that a gas well would not go in on that land.

We signed and received a check for 2500 plus 25% royalties.

Fast forward 1 1/2 years and there is a gas well being put in by [REDACTED] 200 feet from my back door. 100 feet from my children's playground. [REDACTED] has pointed out that anything that was not written into the contract they are not accountable for and no government official would do a single thing to help us.

We can not afford to hire a lawyer and so we must now live with the mistake that we made in trusting these landmen to be honest. In my experience they are snake oil salesman and are skilled in reading people and exploiting whatever weakness they can see. They can seamlessly alternate tactics, telling the mineral owner whatever they believe that they want to hear so they can get their bonus check. They are liars. Do not believe a word they say.

Url: <http://www.landmanreportcard.com/lrc/review/35>

Date: 2009-09-06

User Info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 20

Reliability: 20

Honesty: 20

Knowledge: 100

Company Name: [REDACTED]

Practices:

Unethical business practices

Rushed

Seemed like he wanted me to sign immediately

Misinformation

General misstatement of certain facts

Reportcard:

[REDACTED] representatives went to homes in the Cobblestone Square subdivision accompanied by a notary public in an effort to get people to sign leases immediately.

They also sent registered letters to all the homeowners who had not signed leases saying that if they didn't sign, they might not get anything for their mineral rights.

Url: <http://www.landmanreportcard.com/lrc/review/45>

Date: 2009-09-23

User Info: user: is not a landman, is not employed in the industry, and does have friends in the industry: Many people in Wyoming(in some areas, the majority)work in the oil and gas fields or work in jobs that are supported by oil and gas.

Courtesy: 20

Reliability: 0

Honesty: 20

Knowledge: 100

Landman Name: D [REDACTED]

Practices:

Unethical business practices

Misinformation

General misstatement of certain facts

Report Card:

Our community was first introduced to D [REDACTED] and his associate, [REDACTED] in 2000. The landmen represented [REDACTED] at the time, but were tied into several different land companies, including [REDACTED]. The lease holders were [REDACTED]. My understanding is that D [REDACTED] was the original landman in the area that I live in. He leased and then negotiated the leases with several companies, beginning in the 1960s.

As a result, oil and gas development, including a pipeline easement, took place in our area during the 1960 and 70s. Most of the wells were plugged and abandoned, the pipeline abandoned, and the area was sub-divided and sold as residential property. Many of the new residents, understanding that the pipeline easement was inactive, developed their surface property in the easement.

Gas Development began again in 1999/2000. Mr. [REDACTED] met with residents as a consultant working for [REDACTED]. He explained the drilling process at public meetings, spoke to residents and community groups, and did not identify himself as the original landman, who still owned an interest in the development.

As the development moved from wildcatting (gas well exploration) to production, Mr. [REDACTED] was also active in negotiating a 42 square seismic exploration that covered a checkerboard of state, forest service, BLM and private surface, outside the original development area.

Our lesson learned....the landman also had a huge stake in the development. He was not only negotiating agreement between surface owners and mineral leasers, he was promoting his own project.

Url: <http://www.landmanreportcard.com/lrc/review/26>

Date: 2009-02-14

User Info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 100

Reliability: 40

Honesty: 40
Knowledge: 40

Landman Name: [REDACTED]
Oil and Gas Company: [REDACTED]

Practices: Unethical business practices

Report Card:

[REDACTED] called me several times urging me to sign a mineral lease. She said that the company would not negotiate on the bonus or royalty amount because they wanted to pay everyone the same amount. She said that if I didn't sign, [REDACTED] would just cut me out of the pool and I would get nothing.

Using the drilling permit, which I found on the Texas Railroad Commission website, I obtained the names of the other mineral owners in the pool. Then I went to city hall and looked up the lease information for those people and found that they were all receiving a different royalty amount--some were dramatically different.

I hired an attorney to negotiate the lease for me and received twice the offered bonus and a free royalty.

Url: <http://www.landmanreportcard.com/lrc/review/36>

Date: 2009-09-09

User Info: user: is not a landman, is not employed in the industry, and does not have friends in the industry the state of Ohio is in bed with the Gas and Oil drillers. When Ohio Department of Natural Resources gets its funding from issuing permits, how can one be expected to get a fair shake. Any other business this would be considered a conflict of interest. The state can deny this statement all they want, the facts cannot be denied.

Courtesy: 40
Reliability: 40
Honesty: 20
Knowledge: 0

Practices:

Unethical business practices
Misinformation
General misstatement of certain facts

Bate and Switch

Company changed the location of the drilling location by over 400 feet. This was not communicated to anyone until the well was being drilled. When questioned [REDACTED] claimed that the state is the one who told them where to drill. The state denies this claim, so one is lying. If we had known of the new location we, along with

our neighbors would never have signed the contract. [REDACTED] also told us that if we didn't sign a contract we would be mandatory pooled.

Report Card:

My wife and I were solicited by [REDACTED] who had plans to drill a well on the property of a neighbor whos property ran two lots behind ours. After dealing with these people for over three months, and being thretened with mandatory pooling, and after talking to all our neighbors who woule be directly impacted by this well, my wife and I agreed to sign since we could not see the well or hear it from our property. We were given a map of the plot and shown the well location. six months later a well was drilled 55' from our property line, and 150 feet from my house. When my wife called [REDACTED] in hopes of them realizing they were drilling in the wrong place, she was told that she was mistaken and didn't know what she was talking about. This while she was standing at the drilling rig. These people then tried to blame the state of Ohio for being forced to move the well location, but didn't feel it was necessary to inform us or any of our neighbors who thought the well would be 500' from where it is now. These people along with [REDACTED] cannot be trusted to tell the truth about anything with regards to wells, and both obvioulsy believe they have the right to drill anywhere regardless of the devaluation of the homeowners property or the mess they make. When I called the State of Ohio, I was told that If I had contracted with a concrete company for a new driveway and it turned out poorly, I wouldn't be able to call the State, no different with a driller, If I had a problem with my driller, I should contact them. I explained to The Gentelman who I was talking with that the difference is that State of Ohio is the one that permitted the driller and that Mandatory pooling took that argument away form the state. I believe the state has never heard of the term Inverse Condemination which does not give the state the freedom to devalue your property and not compensate you for it. We will see what happens.

Other Report Card Citing this Practice:

url: <http://www.landmanreportcard.com/lrc/review/75>

date: 2011-04-09

user info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 40

Reliability: 20

Honesty: 20

Knowledge: 20

Landman name: [REDACTED]

Company Name: [REDACTED]

Practices:

Unethical business practices

Misinformation
General misstatement of certain facts
Knowledgeable and forthright about development plans
Unavailable for contact
Better Notice Needed
Rushed
Bate and Switch

Report Card:

He told us we would receive royalties on all 640 acres of drill site - (we only own 22.5, mineral rights owners of parcels within 640 get their own). He told us the site would only be 50x50 feet and an apparatus the size of a pickup truck would be left - it is a Marcellus Well !!! He did not explain "pending" lease, our 120 days are up April 13th, please God the check does not arrive and we are Free of this Nightmare.

Url: <http://www.landmanreportcard.com/lrc/review/79>

Date: 2011-05-10

User Info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 20
Reliability: 20
Honesty: 40
Knowledge: 40

Landman: 1
Landman: 2

Practices:
Rude/pushy
Misinformation
Rushed

Report Card:

Two [REDACTED] landmen, representing [REDACTED] Energy, showed up with a lease. We went through it together and told them we would review it with our attorney. On a follow-up phone call when we told them about alterations we needed to the contract, we were told they couldn't change a contract and that we were just "looking for a fight.". Very difficult to deal with if you have any knowledge of oil and gas. [REDACTED] does not like people that know anything!

url: <http://www.landmanreportcard.com/lrc/review/86>

Date: 2011-12-29

User Info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

We didn't have any knowledge until 1 and 2 explained the complete process to us.

Courtesy: 100
Reliability: 100
Honesty: 100
Knowledge: 100

Landman: 1

Landman: 2

Practices:

Knowledgeable and forthright about development plans

Report Card:

1 Came to our home with a lease for our mineral rights. She was prepared and cared about our family's needs. We signed the lease and payment was made on time as she explained it to be. She had a partner with her and he was also very respectful and even more knowledgeable about the industry. We had other offers and we just felt good about this one.

url: <http://www.landmanreportcard.com/lrc/review/83>

date: 2011-07-13

user info: user: is not a landman, is not employed in the industry, and does not have friends in the industry, I have recently signed a lease.

Courtesy: 100
Reliability: 100
Honesty: 100
Knowledge: 100

Landman: B [REDACTED] F [REDACTED]

Oil and Gas Company: [REDACTED]

Report Card:

My experience with both [REDACTED] and B [REDACTED] F [REDACTED] were beyond my expectations. Recently, there has been a lot of debate over the drilling in the media. I was approached by B [REDACTED] F [REDACTED] to sign a Non-Development Oil and Gas Lease. I did not understand what this or any of it meant. The only information I had was some of the negative media. I was unwilling to sign anything with anyone until I did my further research. This is when I ran into the report card previously wrote. I felt it was my obligation to extend my experience with this company. After conducting my research, I called B [REDACTED], the representative to my home. She was more than willing to work around my work schedule. The only times I had available were in late evenings or

weekends. She did not have a problem with either. By no means did she ever pressure, lie or anything of that sort while we had our meeting. Not only did she not pressure me but she willingly sat for over an hour with one visit to help me understand. I still did not want to jump into anything so I asked if I could think about it a little more. She did not hesitate to tell me to take my time. She was very understanding and helpful. I do not think I could have dealt with a kinder person than B [REDACTED]. After a week or so, I called her back. She gladly came back for a second appointment where I had my children there. She went over all the information again. My daughter in law is currently an attorney. I had her go over the legal aspects. After all discussions were had, I signed the lease. I felt very comfortable signing with B [REDACTED] and [REDACTED]. I give nothing but good words and a strong reference for this company and for B [REDACTED] F [REDACTED]. Honesty, knowledge, courtesy and reliability are above an "A" in my book. I thank them for all that they are doing and for taking the time to help me understand.

Url: <http://www.landmanreportcard.com/lrc/review/62>

Date: 2010-03-18

User Info: is not a landman, is not employed in the industry, and does not have friends in the industry

Courtesy: 100
Reliability: 100
Honesty: 100
Knowledge: 100

Landman: Mike [REDACTED]

Practices:

Knowledgeable and forthright about development plans

HE HAS AN HONEST STRAIGHT FOWARD APPROACH, AND HIS INFORMATION IS ACCURATE. HE IS VERY PATIENT AND TAKES TIME TO GO OVER ALL DETAILS AND ANSWER ALL QUESTIONS. WE RECOMMEND HIM HIGHLY WITHOUT RESERVATION.

Url: <http://www.landmanreportcard.com/lrc/review/61>

Date: 2010-03-11

User Info: user: is not a landman, is not employed in the industry, and does not have friends in the industry

LAND LEASED

Courtesy: 100
Reliability: 100

Honesty: 100
Knowledge: 100

Landman: ANDREW [REDACTED]
Company: [REDACTED]

Practices:
Knowledgeable and forthright about development plans

Report Card:
FROM THE START, AN HONEST STRAIGHT FOWARD APPROACH, NO FALSE INFORMATION. HE IS VERY THOROUGH & STEADY TAKING TIME TO GO OVER ALL DETAILS AND ANSWER ALL QUESTIONS; WE DO RECOMMEND HIM HIGHLY

Url: <http://www.landmanreportcard.com/lrc/review/63>

Date: 2010-03-25
User info: user is not a landman, is not employed in the industry, and does not have friends in the industry, Lawyer for small and medium mineral owners.

Courtesy: 80
Reliability: 20
Honesty: 40
Knowledge: 40

Landman: [REDACTED]

Practices:
Rushed
Seemed like he wanted me to sign immediately

Report Card:
The first contact from [REDACTED] was one of the least knowledgable and flexible and highest pressuring landmen I have run into. I understand they are considered a low paying company for their front line land men. Because of the attitude we chose to miss [REDACTED]'s "deadline" and deal with another company. That company did not live up to expectations so we were looking around for some more, and then [REDACTED] came back and offered again. They had a better lease/addendum the second time. We then got [REDACTED] and the second company negotiating/competing. A supervising landman was more, but not all that, knowledgable which improved the sensibility of negotiations. They were flexible on many surface terms but not important lease terms. So we told them we would lease with [REDACTED] and told the second company we would not be leasing with them. The day after we did that, [REDACTED] sent us an e-mail without

explanation and said they were withdrawing their lease offer. Fortunately the second company still offered us a lease, on less favorable terms but more knowledgeable on issues. VERY unprofessional by [REDACTED] to pull out after committing with only an e-mail and no explanation. [REDACTED] is an acquisition company who, they say, contracts with big companies to get leases. Internet says they work with [REDACTED] recently bought out by [REDACTED], but landman denied that was the company on this deal. Don't like dealing with anonymous company either. As with all land companies, keep your guard up, but especially for this company, and find another company if you can.