



October 11, 2016

Registrar of Land Agents  
Gosia Cichy-Weclaw  
Land Agent Licensing  
9<sup>th</sup> Floor, 108 Street Building  
9942 108 Street  
Edmonton, AB T5K 2J5

**RE: Land Agent Licensing Bulletin 2016/04**

The Canadian Association of Petroleum Landmen (CAPL) has completed a review of Bulletin 2016/04 and acknowledge the concerns surrounding Annual Compensation Reviews. The CAPL is aware of many challenges within the Energy sector and some of the initiatives that are being contemplated by producers, including rental reduction programs and impending bankruptcies.

We completely agree that Licensed Land Agents should be held to a high degree of accountability and professionalism, and this has been a key focus for CAPL throughout the years. The CAPL promotes that a Land Agent shall adhere to The Standards of Conduct while retaining the trust, respect and confidence of the industry, landowners and the public.

The CAPL would like to point out, however, that certain activities do not currently require a Land Agents License to perform – including annual compensation reviews. We would like to recommend that activities governed by Land Agent Licensing be expanded to include activities both directly and indirectly related to the acquisition of an interest in land. Currently compensation reviews and certain other tasks may be performed by individuals who are not licensed land agents. As a result, Standards of Conduct adhered to by Land Agents may not be upheld by others undertaking these activities.

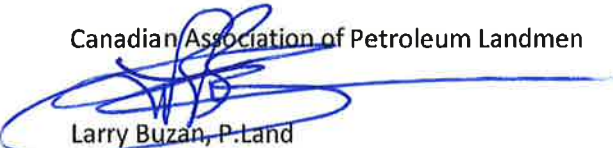
The activities listed below represent some of the areas where only Land Agents are required to adhere to Standards of Conduct. The CAPL recommends that the Registrar consider changes to require a Land Agent License to undertake these activities, in order to ensure that the Standards of Conduct apply:


- Annual Compensation Reviews
- Damage claims/settlement
- Renewable Energy Acquisition (Wind & Solar)
- Infrastructure Land Acquisition (Utilities, Transportation and Transmission)

We look forward to the opportunity to discuss this with you in more detail.

Sincerely,

Canadian Association of Petroleum Landmen

  
Larry Buzan, P.Land  
President

  
Rob Pettifer, P.Land, PSL  
Director, Field Acquisition Management