

Lance Petersen

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Profile

- A highly experienced international executive with proven leadership and communication skills, as well as having a strong business acumen and First Nations government relations experience.
- Strengths in building, leading and directing business development teams supporting the exploitation of large-scale resource plays in Western Canada, the Northern US and international geographies.
- Provides expert leadership in the creation and implementation of Joint Venture projects and agreements, as well as identifying, promoting, analyzing and leading strategic value-adding asset and corporate level dispositions and acquisitions.

Summary of Key Accomplishments

- Led the corporate integration of Shiningbank into PrimeWest and then into the TAQA North and TAQA Global structure;
- Supported the exploitation of large-scale resource plays including Bakken shale oil, coal bed methane, heavy oil, as well as conventional oil and gas, including sour gas, in Western Canada, the Northern US and international geographies
- Identified and led effective execution of \$900 million of A&D transactions within the past three years;
- Formed part of the executive team that delivered top quartile or better than industry average performance on all key HSSE metrics
- Developed, implemented and supported all asset team land strategies against a background of significant potential impairment issues and managed the ability to prioritize monetization of appropriate opportunities when possible on a \$7 billion portfolio
- Built a strong culture in the Business Development team based on a commercial attitude and on a foundation of strong process, attention to quality standards, empowerment and good leadership.
- Led a focused strategic planning group providing key stakeholders (Executive, Managers, HQ) with strategic value through improved in-depth capital asset and partnership reviews including annual budget coordination and multi-year planning

Employment History

ATHABASCA OIL CORPORATION

Manager, Land (2015-2017)

- All management facets of the Mineral and Surface Land department;
- Negotiating strategies including farming/farmouts & land acquisitions;
- Negotiated and managed large Duvernay and Montney Joint Ventures and partnership relationships;

- Managed and integrated all A & D activities;
- Management of duties and staff or all related land functions;
- Managed and maintained all Aboriginal, community and government relations.

TAQA NORTH LTD.

Vice President Land & Commercial (2006-2016)

- Oversee all facets of the Land, Marketing, Joint Ventures, Community & Aboriginal Relations and Business Development departments.
- Act as strategic advisor to the President and COO of parent company.

KETCH RESOURCES LTD.

Manager Land (2005-2006)

- Responsible for all aspects of the Land department and performance of two Business Units of the company, including: land strategy, farm-out activity, and planning and execution of drilling programs.
- Conducted corporate land negotiations and land and asset transactions in coordination with other technical disciplines

CRISPIN ENERGY INC.

Manager Land (2003-2005)

- Responsible for all land negotiations and A&D;
- Responsible for all surface coordination and public relations
- Responsible for all contractual negotiations and document drafting and review;
- Developed key insights into how to help management better through realizing how and when to communicate, challenge or accept various business developments.

HARVEST ENERGY TRUST

Consulting Landman (2002-2003)

- Special project and JV Negotiations
- Effectively Negotiated community and stakeholder concerns acting as the company liaison for difficult project areas
- Spearheaded and implemented a Surface Land team of the corporation
- Provided various acquisitions and disposition support for a very active A&D team;

RIO ALTO EXPLORATION LTD.,

Manager, Surface Land, Community & Aboriginal Affairs (1994-2002)

- Coordinated all facets of Surface Land acquisition and maintenance while communicating with construction, drilling and facility departments;
- Responsible to ensure regulatory compliance while ensuring all approvals were secure for the facilitation of the company's exploration and development projects;
- Responsible to facilitate all public consultation requirements to meet or exceed regulatory requirements;
- Acted as company liaison for all government agencies and industry committees;
- Effectively consulted with 17 different aboriginal communities to ensure project timing was maintained;
- Negotiated and created the Provincial Area Operations Agreement "AOA" that has become an adopted Alberta Government Acquisition Policy;

Prior to 1994 – various progressive roles

Education

Petroleum Mineral Resource Land Management Diploma – Mount Royal University

Additional Professional Development

Economics, Facilitation, Communications, Public Relations, A&D, Media, Operating Procedures, CAPL Courses

Memberships

Canadian Association of Petroleum Landmen “CAPL”, Member of CAPL Meeting Committee, Member of International Right-of-Way Association “IRWA”, Commissioner for Oaths for Alberta, Former Member of CAPL Education, Field Acquisition & Management Committee, Former Member of the Northeast Boreal Planning Committee, Former Member of the Alberta Government Annual Operation Committee, Former Member of various CAPP Committees.