

Curriculum Vitae: Robert J. Telford

Personal Details

Name: Robert J. Telford, B.Sc., P. App, AACI, P. Land, PSL, MRICS, R/W-AC, SR/WA, Q. Arb, Q. Adj (Const), ICD.D

Education

- Graduated from the University of Alberta in 1985 with a Bachelor of Science degree, specializing in Psychology and Genetics.
- Completed all requirements for an Alberta Real Estate Licence and gained membership to the Calgary Real Estate Board, including the Industrial and Commercial divisions, as well as the ICI Council of Canada (1988).
- Achieved all requirements for the CRA and AACI designations.
- Completed various Athabasca University courses, including Contract Law, Macroeconomics, Urban Land Economics, and Intermediate Accounting.
- Undertook further studies at the University of Calgary, covering Oil & Gas Law, Petroleum Decommissioning & Reclamation, PSA/ESA Course, and the Emotional Intelligent Leader Program.
- Obtained a Certificate in Arbitration from AAMS in 2004 (Q.Arb)and completed RICS/ADRIC Adjudication Courses I, II, and III in 2022 (Q. Adj (Const)),
- Successfully completed the Governance Training Program from Banff Executive Leadership Inc. in 2009, and participated in several updates between 2010 and 2013.
- Studied Submerged Land Valuation at the University of British Columbia (2011–2012).
- University of Alberta – Indigenous Canada, 2020
- Attended the Directors Education Program at the Rotman School of Management, University of Toronto (2017–2018), achieving the ICD.D designation, and completed the ICD–Rotman NFP Program in 2019.
- Institute of Corporate Directors - Digital Transformation From The Boardroom, 2024
- Completed Rotman School of Business , Generative AI for Business: Driving Growth and Competitive Advantage - Certificate, 2025

Qualifications

- Accredited Appraiser of the Canadian Institute (P. App, AACI)
- Professional Landman (P. Land, 1998)
- Licensed Land Agent for the Province of Alberta
- Certificate in Arbitration (AAMS, 2004)
- Real Estate Broker Licence, Alberta
- Instructor and Guest lecturer in Rural Appraisal, Surface Rights and Compensation at Olds College
- Commissioner for Oaths in and for the Province of Alberta
- Commissioner for Oaths in and for and without the Province of Saskatchewan
- Licensed Atomic Radiation Worker (1985–1994)
- Commissioner for Oaths in and for and without the Province of Manitoba
- Accredited Clinical Instructor at S.A.I.T. (1985–1994)
- Professional Surface Landman (PSL, 2009)
- ARELLO – Commissioner College Certificate (2009)
- Certified Appraisal Reviewer
- Licenced Drone Pilot
- Professional Member of the Royal Institution of Chartered Surveyors (MRICS, Q. Adj (Const), (2024)
- International Right of Way Association – Appraisal Certification (R/W-AC, 2013)
- International Right of Way Association – Senior Right of Way Professional (SR/WA, 2014)
- ADR Institute of Canada – Qualified Arbitrator (Q. Arb, Q. Adj (Const)), 2024
- International Right of Way Association – CLIMB Certified Instructor
- Institute of Corporate Directors (ICD.D)
- AIC Professional Practice Instructor

BUSINESS EXPERIENCE

Telford Land & Valuation Inc. and McNally Land Services Ltd. (1989–Present)

Position: President / Land Consultant & Appraiser

Land Experience

- Managing a medium-sized independent land consulting company.
- Review, administration, and maintenance of mineral and surface land-related documents.
- Project planning, supervision, and coordination of land and mineral-related projects involving a range of clients, including small oil and gas exploration companies, large corporations, governments, First Nations, Métis settlements, and private individuals.
- Direct responsibility for routing, timing, negotiation, and acquisition of land documents from landowners, the Alberta Crown, and the Federal Crown for exploration, pipeline, and power line activities, including the management and coordination of environmental requirements associated with these projects.
- Engagement as a third-party representative in negotiations, resolving disputes, and investigating and settling resulting damages.
- Acquisition of all types of Crown surface dispositions (PLA, MSL, LOC, SML, PIL, etc.).
- Review and negotiation of annual compensation reviews.
- Work undertaken across Alberta, British Columbia, Manitoba, Saskatchewan, Ontario, Nova Scotia, North Dakota, Colorado, Idaho, and Montana.
- Active involvement in various surface land professional organizations at an executive level, collaborating with regulators to facilitate industry consultations and best practices impacting stakeholders.
- Author of CAPL Professional Manual sections on Right of Way Agreement, Land Appraisal, and Compensation.
- Served as publication reviewer for the "Landowner's Guide to Oil and Gas Development" (Pembina Institute) and "Sour Gas – Questions and Answers" (Canadian Centre for Energy Information).

Appraisal Experience

- Preparation of appraisal and valuation reports in Alberta, Saskatchewan, British Columbia, Manitoba, Ontario, North West Territories, and Nova Scotia, covering market value, cost assessment, and progress reports for residential, condominium, multifamily residential, agricultural, industrial, and commercial properties.
- Production of V-day and special use appraisal reports for diverse property types in both urban and rural contexts.
- Preparation of appraisal reviews on commercial, industrial, residential, and agricultural subjects in various regions.
- Preparation of valuation impact studies for condominiums and single-family residential properties across Alberta, considering internal and external factors.
- Expertise in tax assessments and appeals.
- Conducted First Nations traditional land use and compensation studies in Alberta, Saskatchewan, Manitoba, and Ontario.
- Performed highest and best use studies on Freehold, Crown, and First Nations lands.
- Valuation of damages, loss of use, and land value related to flooding, dam and floodwall installation, and accretion.
- Assessment of compensation for industrial facilities on DND, PFRA, First Nations, and Métis Settlement lands in Western Canada.
- Valuation of easement rights and properties under the Surface Rights Acts (BC, Alberta, Saskatchewan, Manitoba) and Expropriation Acts (BC, Alberta, Saskatchewan).
- Valuation of lands with aggregate extraction potential.
- Preparation and delivery of land compensation and appraisal course material for Olds College.
- Served as a subject matter expert and reviewer for RECA courses and texts on rural real estate and appraisal.

Expert Witness Qualifications

Preparation and attendance as an expert witness at various boards and tribunals, including Assessment Review Boards, Municipal Government Board, Central Alberta Review Board, Surface Rights Boards of Alberta, British Columbia, Saskatchewan, Manitoba, Land Compensation Board of Alberta, Land & Property Rights Tribunal of Alberta, Métis Settlement Appeal Tribunal of Alberta, Alberta Energy and Utilities Board, Alberta Energy Resources Conservation Board, Alberta Energy Regulator, Natural Resources Conservation Board, Nova Scotia Utility and Review Board, the Courts of King's Bench for Alberta and Saskatchewan, and the Federal Court of Canada.

Areas of expertise include:

- market value reports (vacant land, residential, commercial, condominium, industrial, agricultural),
- mineral valuation,
- environmental easements
- adverse effect,
- loss of use,
- nuisance and inconvenience,
- pattern of dealings evidence,
- right of way and easement valuations
- routing, valuation of partial acquisitions and registered interests, surface rights compensation,
- planning and development issues,
- property assessments,
- Indigenous valuations including current and historical land value, loss of use, and traditional impacts,
- industrial and environmental valuation impacts,
- surface contract evaluation,
- environmental damage,
- compensation for gravel loss
- timber loss,
- injurious affection,
- loss of business revenue, and costs associated with relocation and reproduction.

Arbitration and Mediation Experience

- Acted as an arbitrator and mediator since 2004 pursuant to various legislation and contracts in Alberta and British Columbia.
- Areas covered include market value, agricultural and commercial disputes and damages, commercial lease rates, oil and gas-related compensation and damages, and matrimonial and estate issues.
- Member of the Municipal Government Board (1999–2007), contributing to assessment complaints, planning appeals, and annexation disputes.
- Served on the Real Estate Council of Alberta Hearings Panel (2007–2019), participating in professional conduct and appeals hearings in the real estate, appraisal, property management, and mortgage sectors.

Teaching and Facilitation

- Accredited Clinical Instructor at S.A.I.T. (1985–1994), University of Alberta – Nuclear Medicine and Radiopharmacy.
- Instructor at Olds College in Rural Appraisal, Guest speaker on industry and ethics (2002 – Present).
- Instructor for Canadian Association of Petroleum Landmen in the areas of appraisal, advanced surface rights, expert witness, hearings, and Indigenous land valuations for the Canadian Association of Petroleum Landmen.
- Instructor for the Petroleum Land Business Program at Mount Royal University.
- Provided specialized training in surface rights, appraisal, hearings, and expert witness for private corporations.
- International Right of Way Association CLIMB Instructor, delivering courses in negotiation, dispute resolution, oil and gas, appraisal, and electrical transmission.
- Appraisal Institute of Canada / University of British Columbia – Professional Standards (2020–Present), including Course 102: Introduction to Professional Practice (ITPP).

HR Real Estate Inc. , Home & Ranch Realty Ltd. Realtor / Broker, (1988 - Present)

Real Estate

Realtor and Broker with HR Real Estate Inc. (1988–Present). Responsibilities include the preparation of listing agreements, offers to purchase, and market evaluations of residential, agricultural, and commercial properties in both urban and rural areas of Alberta and British Columbia.

AG-Enviro Reclamation Inc. President, Environmental Consultant, (1995 - 2011)

Environmental Experience

President and Environmental Consultant at AG-Enviro Reclamation Inc. (1995–2011), conducting Phase I assessments of oil well sites, related facilities, pipelines, gravel, and borrow pits across Alberta. Duties encompassed soil surveys and analysis, vegetative quality assessments, coordination of contamination clean-up, reclamation program, and managing the preparation and administration of Reclamation Certificates.

Alberta Cancer Board Quality Control & Regulatory Affairs Co-ordinator (1985 - 1994)

Regulatory, Research, and Analysis Experience

Quality Control and Regulatory Affairs Co-ordinator at the Alberta Cancer Board (1985–1994). Responsible for the administration, analysis, and quality control of all radiopharmaceuticals and pharmaceuticals produced by the Edmonton Radiopharmaceutical Centre. This included a range of analytical techniques (IR, NMR, UV, ITLC, HPLC, elemental analysis, electrophoresis, chemical USP, USP sterility and pyrogenicity, and biodistribution), implementation of Food & Drug and Atomic Control Board regulations, instruction of SAIT students, and pharmaceutical research and development.

Professional Association Memberships and Governance

- Board Member, Alberta Underwater Archaeology Society (1986-1991), President, (1990–1991)
- Board Member , Alberta Association of Professional Appraisers, Vice President (1998–2000)
- Board Member, Municipal Government Board (1999–2007)
- Director of CAPL (2004–2009), President (2008), Ethics Committee (2014–Present)
- Director, American Association of Professional Landmen, Member of Field Services Committee (2009–2011)
- Council Member, Real Estate Council of Alberta, Appraisal Appointee (2007–2013, 2016–2019), Chairman (2010, 2019)
- Board Member of Navy League of Canada (2019-2024)
- Board Member, Appraisal Institute of Canada – Alberta (2025–Present)

- Committee Member, Appraisal Industry Representative, Olds College Land Agents Program (1996–2015)
- Committee Member, Appraisal Institute of Canada (Alberta) Professional Practice Review Committee
- Committee Member, Mount Royal University Advisory Committee for the Petroleum Land Business Program (2014–2019)
- Committee Member, Real Estate Council of Alberta Hearing Committee (2007–2019)
- Member, Appraisal Institute of Canada (1988 – Present(CRA 1984; AACI – 2003)
- Member, Canadian Association of Petroleum Landmen (CAPL, CALEP)
- Member, Canadian Association of Petroleum Land Administration
- Member, International Right of Way Association (R/W-AC 2013), (SR/WA, 2014)
- Member, Calgary Real Estate Board, Residential & Commercial Division (1993–Present)
- Member, ADR Institute of Alberta (2004–Present)
- Member, Association of Real Estate License Law Officials, Commissioners College Certificate, 2009
- Member, Royal Institution of Chartered Surveyors (MRICS, 2012) (, Qualifications Assessor (Valuation, 2015- Present)
- Member, Council on Licensure, Enforcement and Regulation
- Member, Institute of Corporate Directors (ICD.D)
- Member, Environment Canada Ecological Gift Appraisal Review Panel (2022–Present)

Select Appraisal and Consulting Assignments (Previous 5 Years)

2025

Prepared a Review of Current Unimproved Market Value report of ± 5,900 acres
Treaty 6, Central Alberta
Provide Evidence at Federal Court of Canada

Prepared Market Value report of Equestrian Facility ± 300 acres
Foothills County, Alberta
Used for Corporate Restructuring

Prepared Market Value and Compensation report for proposed Greenhouse ±160 acres
Taylor, British Columbia
Prepared as evidence for future Regulatory proceeding

Prepared Market Value and Compensation report for ±320 acre agricultural property
Charlie Lake, British Columbia
Prepared as evidence for future Regulatory proceeding

Prepared Market Value report of Undeveloped Historical Country Residential Lake Front Development
Wheatland County, Alberta
Estate Valuation

Prepared Market Value and Compensation report for proposed Irrigation reservoir expansion
Municipal District of Taber, Alberta
Prepared as evidence for future Regulatory proceeding

Prepared Market Value and Compensation report for proposed Windfarm
Rural Municipality of Weyburn, Saskatchewan
Prepared as evidence for future Regulatory proceeding

Prepared Market Value and Compensation report for National Park property
Foothills County, Alberta
Used for as evidence in Negotiations

Prepared Market Value report of mixed use Agricultural property ± 9,200 acres
Vulcan County, Alberta
Used for Corporate Restructuring

2024

Prepared two Current Unimproved Market Value and Market Rent reports
Treaty 8, Northern Alberta
Used for as evidence in Negotiations

Prepared Ecological agricultural Impact report for Western Canada and Market Rent reports
Manitoba, Saskatchewan, Alberta, British Columbia
Used for as Internal Policy decisions

Prepared Market Value Appraisal and Ecological Impact report ± 2,500 acres
Municipal District of Willow Creek, Alberta
Used for Tax Planning

Prepared Mineral Review report ± 65,000 acres
Cardston County, Alberta
Used for as evidence in Negotiations

Ongoing Loss of Use Research for report in progress
Treaty 7, Southern Alberta
May be used in LOU report as evidence in Negotiations

Prepared Market Value Appraisal for Golf course, Subdivision and Investment lands
Foothills County and City of Calgary
Used for Tax Planning

Prepared Historical Market Value and Compensation report for Development Lands
Squamish, British Columbia
Prepared as evidence for future Court proceeding

Prepared Market Value report of Potato Farm land and assets
Lethbridge County, Alberta
Used for Internal Corporate decisions

Ongoing Market Value Research for report in progress
Treaty 5, Northern Manitoba
Will be used in Market Value Report as evidence in Negotiations

Prepared Market Value and Compensation related to Gravel properties
Taylor, British Columbia
Prepared as evidence for Regulatory proceeding

2023
Prepared an update of Current Unimproved Market Value report of $\pm$ 104,000 acres
Treaty 7, Southern Alberta
May be used as evidence at Federal Court of Canada

Prepared a Headlease Market Rental Review report of $\pm$ 37,300 acres
Treaty 7, Central Alberta
May be used as evidence in Negotiations related to lease renewal

Prepared Market Value and Compensation report for numerous properties
Drumheller, Alberta
Prepared as evidence for future Expropriation proceedings

Prepared Market Value report
Treaty 5, Northern Manitoba
Will be used in Market Value Report as evidence in Negotiations

Prepared Market Value and Compensation report for Department of National Defence property
South East Alberta
Used for as evidence in Negotiations

Prepare Market Value report on First National Lands
South East, British Columbia
Will be used in Market Value Report as evidence in Negotiations

Prepared Market Value and Compensation report for proposed Solar Farm
Lethbridge County, Alberta
Prepared as evidence for future Regulatory proceeding

2022
Prepared Market Value and Compensation related to Gravel properties
Parkland, Alberta
Prepared as evidence for Regulatory proceeding

Prepared Market Value report of Ranch $\pm$ 3,800 acres
Foothills County, Alberta
Estate

Prepared Market Value and Compensation report for water intake plant
Foothills County, Alberta
Prepared as evidence for future Expropriation proceedings

Prepared Current Unimproved Market Value and Market Rent report
Treaty 7, Southern Alberta
Used for as evidence in Negotiations

Prepared Market Value report of Farm with extensive water frontage $\pm$ 3,800 acres
Rocky View County, Alberta
Used for Internal Corporate decisions
2021

Prepared Current Unimproved Market Value and Market Rent report
Treaty 8, Northern, Alberta
Used for as evidence in Negotiations

Prepared Market Value and Compensation related to Gravel properties
Grande Prairie, Alberta
Prepared as evidence for Regulatory proceeding

Prepared Market Value and Compensation report for proposed Windfarm
Cypress County, Alberta
Prepared as evidence for future Regulatory proceeding

Prepared Market Value and Compensation report for proposed Solar Farm
Newell County, Alberta
Prepared as evidence for future Regulatory proceeding

Prepared Market Value Appraisal and Ecological Impact report $\pm$ 65,000 acres
Cardston County, Alberta
Used for Tax Planning

Prepared Market Value and Compensation report for proposed Irrigation reservoir expansion
Newell County, Alberta
Prepared as evidence for future Regulatory proceeding

Select First Nation Land Claim and Treaty Assessments

Mr. Telford has been active as an independent real estate appraiser, working throughout Canada for over 30 years. His clients include landowners, corporations, Federal and Provincial governments, First Nations and non-profit organizations. Specifically, he has been involved in several First Nations reports both as an appraiser and researcher and has been jointly retained by First Nations and Provincial and Federal governments to provide opinions of value.

Select indigenous projects he has been involved with include:

- Elizabeth Metis Settlement Traditional Loss Valuation Studies
- Enoch Cree First Nation - Oil and Gas Valuation
- Fort McMurray First Nations – Subdivision analysis and valuation
- Fort McMurray First Nations – Utility Valuation, Market Value and Market Rent Analysis
- Fort McMurray First Nations – Highway infrastructure Valuation and Negotiation
- Gambler First Nation Negotiation – Land Value Study
- Gift Lake Metis Settlement Traditional Loss Valuation Studies
- Kainai /Blood Tribe First Nation - Historical Land Valuations
- Kainai /Blood Tribe First Nation – Timber Limit Valuation
- Kainai /Blood Tribe First Nation - Land Valuation Jim Shot Both Sides et al v. Her Majesty the Queen
- Kainai /Blood Tribe First Nation – Oil and Gas Valuation
- Kikino Metis Settlement – Traditional Loss Valuation Studies
- Mitaanjigamiing First Nation – Flooding Claim
- Siksika First Nation – Castle Mountain
- Siksika First Nation – 1910 Land Surrender
- Siksika First Nation – Mineral Loss
- Tsuu Tina First Nation – Transportation and Utility Corridor Land Study
- Tsuu Tina First Nation – Linear Assessment Review and Preparation
- Tsuu Tina First Nation – Highest and Best Use Study for Land Adjacent to the City of Calgary
- Tsuu Tina First Nation – Casino Land Market Value and Market Rent Valuation