

# RIGHT OF WAY

Our Commitment Sets Us Apart

CONNECTIONS FOR GROWTH™

# AMI

TECHNICAL SOLUTIONS™

A HENKEL5 & M'COY Group Company



# WHY HMI TECHNICAL SOLUTIONS?

At HMI Technical Solutions (HMITS), what sets apart our Right of Way Department is our commitment to providing you with the best possible outcome for your ROW project through:

- Experienced and Qualified Staff
- Thorough Research
- Defined Process
- Effective Communication
- Ability to Integrate Services with a thorough understanding of project goals

## **An Experienced and Qualified Staff**

Our knowledgeable ROW team has helped utility companies complete extensive ROW projects both in the electrical and pipeline industries. Whether as an addition to an existing internal ROW program or as a best practices consultant, your ROW team will be composed of individuals whose skills and experience bring value to your project. Our dedicated and motivated personnel work as an effective and productive extension of your own company, a member of your team with an eye on your timeline and budgetary requirements.

HMITS ROW agents are proactive negotiators able to adapt quickly in the field to ensure a positive and equitable outcome. Through their experience and with the support of our seasoned and extensive engineering staff, they can identify options on facility location and in the design that might resolve an otherwise closed negotiation. HMITS ROW agents bring experience, integrity, and proven method to each new project.

## **Research**

Thorough and comprehensive research can mean the difference between a successful project completed on time and within budget and a project mired with delays. Our ROW agents are proficient in online and traditional ROW research techniques. From initial property identification and ensuring you have the correct title holder on your agreement documents, to understanding the proper notarization and filing requirements, you can feel confident that every detail has been verified.

## Process

At HMITs, we have developed a process for obtaining ROW that is efficient, proven, and adaptable. Our methods enable us to mobilize quickly, help keep your project on track, and ensure a timely response and open communication. While each project is unique and requires flexibility, following a plan that allows for the handling of changes and challenges helps ensure the cost-effective implementation of your project.

We maintain a digital repository for all client information and interactions, making tracking your ROW project uncomplicated and transparent. Information is available at your fingertips so you can always remain aware of your project status. We also pride ourselves on our ability to integrate with your in-house systems. We are adept at numerous asset management and mapping tools that can be used to better understand your projects and expedite reporting to other project stakeholders.

## Communication

Our agents are confident and comfortable in their interactions with a wide variety of landowners. They always represent your company and its project mission in a positive light, communicating both ethically and with discretion. The HMITs ROW team has the understanding and ability to present the intricacies and technicalities of a project in a manner that is easy to grasp for landowners, helping to build relationships that ease and speed the acquisition process. We stay in constant contact. Lines of communication with you and the landowners involved are always open.

## Scope of Services

Services can be provided in a full-service or a-la-carte manner

- Route Study
- Title
- Easement, Purchase, and Lease Negotiation
- Documentation Management
- GIS Solutions
- Agreements & Exhibit Drafting
- Recording/E-Recording
- Permitting Assistance
- Reporting and Team Integration
- Survey/Drafting Services
- Land Acquisition Strategy
- Public Outreach
- Pre- and Post-Construction Liaison
- Damage and Restoration Negotiation
- ROW Administrative Support

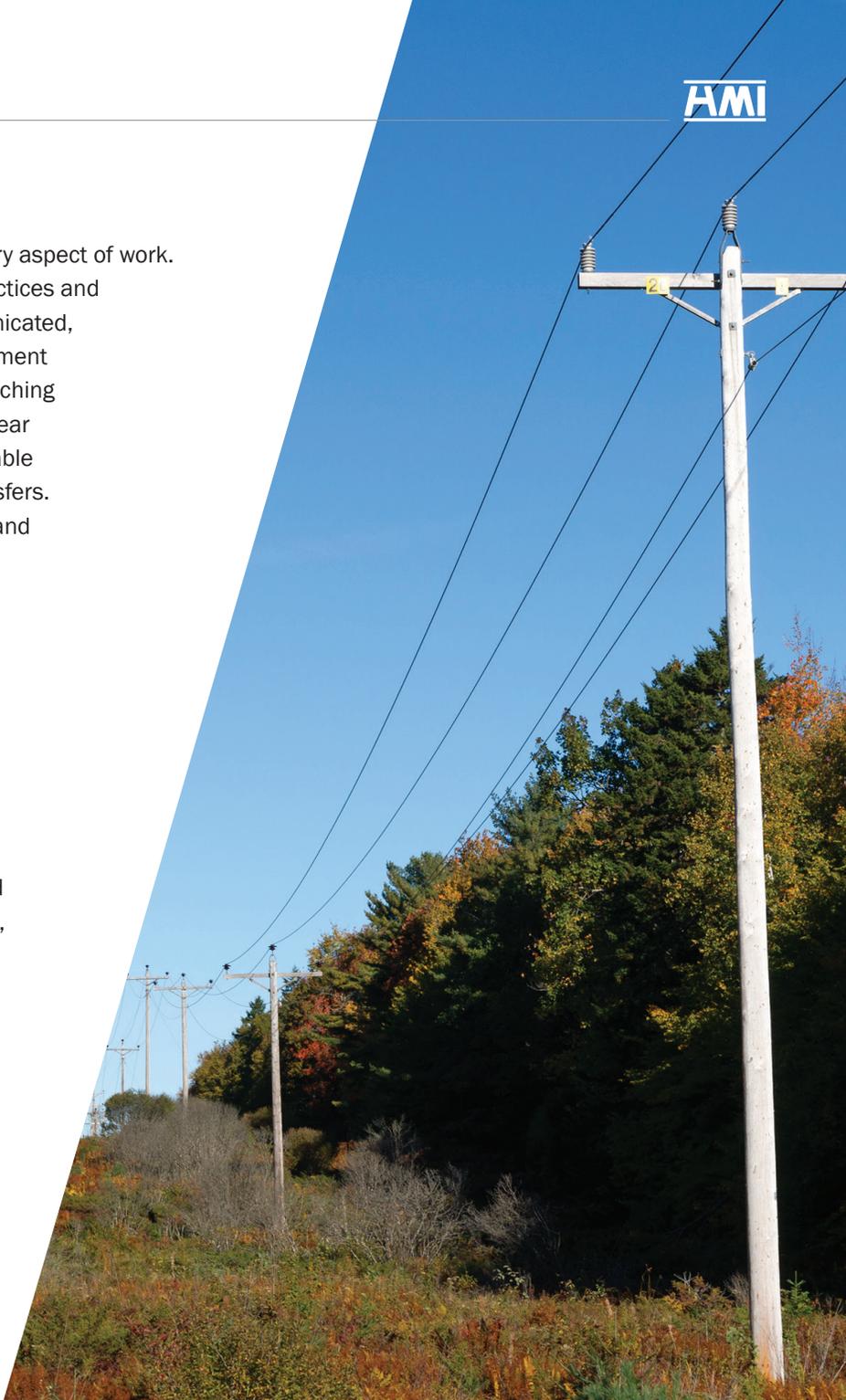


## Commitment to Safety

HMI Technical Solutions (HMITS) extends safety to every aspect of work. Safety drives the development of impeccable work practices and is at the core of the way behavior is observed, communicated, and investigated. HMITS follows a daily safety management system of leading and lagging indicators, including coaching observation trends, work site audits, good catch and near miss reports, corrective action follow-ups, total recordable incident rates, days away, and restricted duty and transfers. With these indicators, HMITS performs trend analysis and program validation of safety performance. This vigilant evaluation and implementation of company and industry-wide best practices make certain HMITS maintains the absolute highest safety standards to protect our workers, our clients, and the community. HMITS' daily mission is to ensure "Nobody Gets Hurt!"

## About

HMITS provides results-driven engineering, design, and integrated solutions to the power, oil & gas distribution, and communications industries. HMITS' best-in-class services include design, asset integrity management, feasibility studies, surveys, constructability reviews, and turnkey delivery services within these core utility segments. With a genesis in construction and a skilled team of multidiscipline engineers and project management professionals, the privately-held firm brings a deep understanding of infrastructure to every project.



To learn more about our service offerings and HMITS' commitment to safety, quality, and performance, please contact us or visit our website.



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## REFERENCE PROJECTS

- \* Easement acquisition for a significant pipeline project involving installation of a new 12-inch natural gas main and a permanent above-ground easement for a large 75'x75' regulator station.** HMITS successfully arranged positive and productive meetings and presentations with all the affected landowners along the two-mile route, including the municipality, several land developers, a large hospitality company, an airport, and a preservation trust. HMITS recommended an alternate route which proved to be more cost-effective. All the necessary easement acquisitions were acquired in time to meet the construction deadline.
- \* Secure ROW for a half-mile of 12-inch underground gas line in a highly visible high-traffic main road.** HMITS researched and identified all parcels and property owners, acquiring a 30' underground easement from landowners along the route, as well as temporary construction easements. HMITS handled initial communication with landowners, lump-sum negotiations, and execution and notarization of all grants. Within a very stringent time frame and well within the client's budget, HMITS negotiated with corporate entities and real estate developers to acquire boring/staging sites, township-owned properties, and rights within commercial parking areas. HMITS minimized the client's costs through our experience and expert understanding of ROW regulations. Along one parcel, work could be accomplished within an existing ROW that was unknown to the client. What would have resulted in an easement payment became a no-cost construction easement.
- \* Upgrade of power system with both above and below ground facilities and stations in a heavily populated urban area.** This complex project included all aspects of ROW, including title research and investigation into existing rights, deed verification, preparation of agreements/grants, creation of recordable drawings/maps, and notarization. HMITS met with landowners of over 80 different parcels, outlining the project deals, walking the properties, and supplying requested information. The project involved varied phase types throughout the route and multiple PUC and railway crossings.
- \* Full Right of Way management on a project spread out over several small towns in the Pocono Mountains.** This project required relocation of existing line and an upgrade from one- to three-phase line through heavily wooded areas. HMI handled the acquisition of all necessary Right Of Way that included obtaining grants from over 70 landowners for poles/anchors, overhead facilities, and extensive tree trimming/cutting rights. Our team handled the project from initial design walk down through pre-construction bid meetings with potential contractors. HMI reported in weekly meetings with the client's project management team and cooperated with the design team for route changes where required. The greatest challenge in the project was reaching owners for these predominantly vacation/second-home communities, where approximately 40% of the owners were located out of state. Through extensive research that helped identify historical development rights and proactive communication efforts, HMI was able to meet a tight client deadline.
- \* Two-year Motor Operated Load Brake Air Brake project for over 150 locations.** HMITS assisted in the replacement of old manual-type transmission line switches with motor-powered switches. HMITS' services included design, research, and Right of Way. The ROW team researched all transmission/distribution agreements and easements, performed field research, on-site property inspections, and met with all landowners to discuss the project. HMITS staked all new poles/anchors and acquired all necessary ROW grants. As the project area was widespread and the turn-around times were very brief, HMITS' ROW agents worked swiftly and accurately, maintaining detailed records and tracking as locations changed rapidly around the state.
- \* Determine best property locations for a new regulator station for a major utility.** HMITS was tasked with researching all possible parcels in a half-mile area surrounding a target location that was provided by the client. HMITS performed an analysis based on location, accessibility, environmental restrictions, and property cost. HMITS supplied the client with a list of potential properties and a rating for how well each met their criteria. The firm then made initial contact with each of the landowners that were the best candidates.