

# DESERET RANCHES

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**Title:** Land and Government Affairs Manager – Central Region  
**Location:** Deseret Cattle and Timber, Panama City/Wewahitchka, FL

**To Apply:** Send resume to [careers.east@deseretranches.com](mailto:careers.east@deseretranches.com) with “DCT – Land and Govt Affairs Mgr” in the subject line.

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Under the direction of the Director of Land and Government Affairs, the Land & Government Affairs Manager (LGAM) works closely with the General Managers of various ranches within the Central United States to meet their land, natural resource, and governmental affairs needs and objectives, and acts as an advisor to the General Managers. This individual oversees all legal, contractual, and regulatory issues directly affecting land resources of the region. In concert with the ranch General Managers, the LGAM is responsible for preserving and enhancing the value of and returns from the land resources, third-party uses of the property, and compliance with regulations and permits, and protecting resources. As a manager of company land, natural resources, and governmental relations, the LGAM is also responsible, in coordination with other company and external stakeholders, for developing and implementing environmental, transportation, water, and land use plans. Under the direction of the Director of Acquisitions and the Land Vice President, the LGAM may also assist in land acquisitions and sales. At times the LGAM may also participate in organization-wide initiatives and projects.

AgReserves, Inc. is a multi-national company operating investment farms and ranches throughout the world.

## **Duties and Responsibilities:**

### **Communication - Strategic Vision:**

- Work within the land group and coordinate with other departments and customers to meet overall company land objectives
- Responsibly communicate within the land group and to operations managers and other departments
- Represent AgReserves and its affiliates professionally at all times.
- Understand and articulate company and regional objectives
- Develop and implement initiatives to achieve company land, natural resources, and governmental affairs strategies

### **Properties Management - Preserve and Enhance the Value of the Land:**

- Responsible for company land assets in the Central Region, including management of land use arrangements and relationships with regulatory agencies and other parties
- Negotiate, review, suggest edits to contracts and coordinate review and completion of the same with Office of General Counsel. Manage and coordinate contract workflows
- Identify potential tenants or other third-party uses of the property, consistent with the landowner’s mission and interests
- Ensure that use region lands and natural resources are consistent with mandate to preserve and enhance property assets
- Identify third party uses of the property consistent with the strategic vision and develop revenue opportunities while protecting and preserving the resource
- Monitor and positively influence developments in environmental and land use regulations and planning initiatives
- Develop and implement practices and processes to accomplish these objectives and measure

### **Protect Water Resources:**

- Continue to develop and execute water protection strategies to maximize water availability for present and future agricultural and other uses
- Ensure that water supplies remain available through obtaining and managing permits, water rights, and supply agreements

### **Legal Review - Advance the Interests of the Land Owner and Operations:**

- Protect the owner’s interests in the negotiation, preparation, and execution of contracts, easements, licenses, leases, permits, and other land use arrangements across the region
- Develop strategies to manage legal issues affecting properties within the region, working with legal counsel and local management as needed; diligently comply with legal obligations

**Land Investments:**

- Upon request from the Land Vice President, lead or participate in land investment, including research, analysis, business planning, approval, due diligence, and other transaction processes
- Work as a team member with ranch managers to identify and implement their growth strategies in the land aspects of acquisition, capital improvements, and other investment activities

**Record Management:**

- Ensure that data, files, and records for property items are maintained and accurate
- Ensure that local state and federal reports and other regulatory filings are properly prepared, approved, and submitted

**Envisioning - Long-term Planning:**

- Under direction of the Director of Land and Government Affairs, develop strategies to accomplish the objectives set by the board of directors
- Identify, oversee, and coordinate consultants and experts who can assist with the planning other land activities
- Interact with key influencers and General Managers and staff to accomplish operational objectives

**Legislative & Community Affairs - Represent the Owner:**

- Protect and advance the owner's interests through participation in community, industry and professional organizations
- Serve as a key interface for the company in interactions with agencies
- Proactively develop and cultivate strong relationships with local and state political leaders and other key land policy influencers

**Financial:** Prepare and manage an annual capital and operational budget related to responsibilities

**Personnel: Supervisory responsibilities as assigned**

**Safety and Security:** Share in responsibility for overall operations and land security and safety programs

**Team Management:** Must be able to effectively work with and make strong contributions to multiple teams, both as an individual contributor and as team leader

**Employment Conditions and Expectations**

- Comfortable traveling to and visiting farm locations, including remote locations with limited infrastructure and services
- Up to 25% of work time may be spent in travel away from home office

**Skills/Education Required:**

- J.D. or master's degree in business or other relevant field with significant experience in legal issues, particularly water, environmental, real estate, and land use
- Minimum 3 years of experience in legal, land, and/or water asset management, or a related field
- Computer proficiency in Microsoft Office (Excel/Word/Powerpoint) required
- Excellent written and verbal communication skills
- Coordinate the work of multiple service providers, including outside legal counsel
- Must have and retain a valid driver's license
- Understand safety and environmental regulations that affect all aspects of company operations
- Ability to recognize issues and find creative solutions
- Proven leadership and relationship management skills
- Ability to keep confidences and secure sensitive information
- Ability to set priorities and manage competing responsibilities under high expectations.
- Able to build relationships and communicate effectively with employees and outside stakeholders of varied disciplines
- Demonstrate high moral character, honesty, and work ethic
- Training in contracts and contract management

**Benefits:**

Excellent benefits package includes: Medical, Dental, Group Term Life, Disability, Master Retirement Plan (401k and Pension Benefits), Flex-Spending, and other value-added benefits.

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Note: The specific statements shown in each section of this job description are not intended to be all-inclusive, but represent typical elements and criteria considered necessary to successfully perform the job.