



EARTH ASSET
PARTNERSHIP, LP®

RESUME OF SHAWN M. SMITH

Experience

18 years offering specialized real estate advisory and brokerage services across the USA and South America.

Planned for and valued over \$1 Billion in real estate assets.

Participated in over \$160 Million in real estate asset disposition, price defense, and marketing and sales projects with nearly all transactions yielding record-setting prices.

Worked on properties ranging from 1 - 445,000 acres.

In 1999, began career as a real estate consultant at LandVest, a prominent real estate firm in Boston. There, trained in complex land and conservation planning, valuation, and luxury real estate marketing and brokerage. Spearheaded the opening of the consulting group's Vermont office, and managed conservation, intra-family planning, pre-disposition analysis, and property tax grievance work.

After seven years at LandVest, resigned and started Earth Asset Partnership, LP in 2005. Since then, has offered the following services relative to ecologically significant, regionally iconic, conserved, large acreage, forestland, luxury, renewable energy systems, green designed/built structures, and mixed use real estate assets:

- valuation/appraisal
- marketing and representation (brokerage)
- land conservation (planning, valuation, easement term negotiation, easement consolidation/amendment)
- pre-acquisition & pre-disposition due diligence
- long-term ownership planning
- revenue-generation analysis
- exit-strategy formulation
- property tax planning
- property ownership planning
- forest and field stewardship design and implementation
- 1031 exchange

Education

1995 - 1998 Vermont Law School, *JD & MSEL* - S. Royalton, VT
1993 - 1995 Iowa State University, *B.A. Political Science* - Ames, IA
1992 - 1993 University of Colorado, Boulder, *B.A. Philosophy* - Boulder, CO
1990 - 1992 United States Naval Academy, *B.S. Physics* - Annapolis, MD
1989 - 1990 United States Naval Academy Preparatory School - Newport, RI

Work History

2016 - present Foundation For A Sustainable Future, *Member, Director, VP* - Huntington, VT
2015 - present SHO Farm, LLC, *Co-founder & Managing Member* - Huntington, VT
2013 - present Vermont Seaberry, LLC, *Co-founder & Managing Member* - Huntington, VT
2008 - 2011 United Country-The Legacy Collection, *Founder & Managing Partner* - Woodstock, VT
2005 - present Earth Asset Partnership, LP, *Founder & Managing Partner* - Huntington, VT
1999 - 2004 LandVest Real Estate Consulting Group, *Project Manager* - Boston, MA



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Professional Licensing

2011 - 2018	Real Estate Broker - VT
2011 - 2018	Real Estate Brokerage Firm - Main Office - VT
2011 - 2015	Real Estate Associate Broker - MI
2005 - 2015	Certified General Real Estate Appraiser - NH
2005 - 2009	Certified General Real Estate Appraiser - NY
2005 - 2008	Certified General Real Estate Appraiser - ME
2004 - 2016	Certified General Real Estate Appraiser - VT (re-instating)
2004 - 2011	Real Estate Salesperson - VT (inactive when became a broker)

Professional Memberships

reinstating	Appraisal Institute, Associate Member
current	National Association of Realtors
current	Vermont Association of Realtors
current	Windsor County Board of Realtors
past	Traverse Area Association of Realtors

Activities & Awards

2013 - 2016	Vermont Law School Alumni Association Board of Directors
2002 - 2004	Town of Mendon, VT Planning Commission Member
1997	Vermont Law School, Academic Excellence Award
1995	Phi Kappa Phi
1995	Pi Sigma Alpha

Corporate Sponsorships & Affiliations

past	Land Trust Alliance
past	Private Landowner Network
past	Vermont Institute of Natural Science
past	Leave A Legacy NH/VT
past	Upper Valley Planned Giving Council