

# memo

## North Dakota Petroleum Council

To: North Dakota Oil and Gas Research Council  
From: Tessa Sandstrom  
Date: July 11, 2018  
Re: Addendum to Application for Oil and Gas Research Council Grant Program

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To Members of the Oil and Gas Research Council: The Grant Application submitted by the North Dakota Petroleum Council is modified as set forth in this Addendum.

**COVER:** Amend request amount to \$295,500 and Total Amount of Proposed Project to \$607,000.

**ABSTRACT: Expected Results (page 3):** After last paragraph, insert: In addition, all recorded interviews, research, and produced content would be made available to the State Historical Society of North Dakota (SHSND) and county or regional historical societies (e.g. Pioneer Museum of McKenzie County, Mountrail County Historical Society, Ward County Historical Society, etc.) for storage, preservation, and/or use. The Applicant is also exploring the use of a mobile app platform that can host many audio and video recordings. By joining an existing network, there is an opportunity to reach more people and complement existing exhibits, landmarks or materials with content produced during this project.

**ABSTRACT: Participants (page 4):** After the last paragraph, insert: The Applicant would also seek individuals willing to serve on an Advisory Committee to help review and verify the historical accuracy of interviewees' recollections and/or the produced content. Individuals on this committee may include but are not limited to, staff from the SHSND, university professionals, or other qualified individuals.

The Applicant may also seek additional funding from the North Dakota Humanities Council (NDHC) grant program. The NDHC supports projects that bring historical, cultural or ethical perspectives to bear on topics and issues of interest to our communities. Not since the state was homesteaded has an industry had such a significant impact on the state and western communities, their cultures, and history; for this reason, the Applicant believes this project

would be an excellent candidate for support from the NDHC. Other modes of support may include sponsorship of materials or donations from individuals through GoFundMe or other sources.

**PROJECT DESCRIPTION: Methodology (page 4):** After the last paragraph, insert: Research and produced content will be made available to the Advisory Committee for review before being published.

**PROJECT DESCRIPTION: Anticipated Results (page 5):** After the last paragraph, insert: The Applicant has been in discussion with potential partners in creating interactive content that may be used in both temporary and/or permanent exhibits. This may include but is not limited to the Heritage Center, the Pioneer Museum of McKenzie County, and traveling exhibits that can be used at trade shows or other venues (all pending approval of those locations). Other potential means of sharing produced content could include the Talking Trails app, which is a mobile app platform that can host many audio and video recordings called Talking Points. By joining an existing network, there is an opportunity to reach more people and complement existing exhibits, landmarks or materials with content produced during this project. In addition, this app has the capability of using GPS locations and iBeacon technology to alert users when they are near a Talking Trail/Talking Point, so travelers who might otherwise not know about this Project or its content will be alerted. For example, an iBeacon could be created at the Clarence Iverson #1 and app users will be notified and may listen or watch a related story. Likewise, iBeacons may be created for exhibits in an existing museum that would notify users that additional content created through this app can be accessed on the app. This presents several opportunities for education as well, as some interviewees may provide a synopsis on how oil is produced that can be used and tagged to an existing well location to help give passersby a better understanding of the equipment and how our energy resources are recovered. Such deliverables are still hypothetical but present the enormous opportunity that is available through this technology and this project.

**STANDARDS OF SUCCESS (page 6):** After the first paragraph, insert: Additionally, an app would provide similar analytics that can measure the number of views of content.

**BACKGROUND/QUALIFICATIONS (page 7):** After the last paragraph, insert: The Applicant would establish an advisory committee consisting of staff from the State Historical Society of North Dakota, university authorities, and/or other qualified individuals. This advisory committee's primary role would be to review content for accuracy and provide any input as needed. The creation of this advisory committee is pending grant and project approval before discussions with potential members commence.

**MANAGEMENT (page 8):** After the second sentence, insert: Content would be available to Advisory Committee for review to ensure accuracy and integrity of the historical account.

**TIMETABLE (page 8):** Timetable may be pushed back to allow for the formation of Advisory Council or launch of other marketing materials.

**BUDGET (page 9):** Amend Marketing & Expenses line item for NDIC's Share to \$7,500 and Applicant's Share to \$37,500 to account for usage of Talking Trails App.

<b>Project Associated Expense</b>	<b>NDIC's Share</b>	<b>Applicant's Share (Cash)</b>	<b>Applicant's Share (In-Kind)</b>	<b>Other Project Sponsor's Share</b>
Editorial Management			\$270,000	
Video Production*	\$292,000			
Marketing & Expenses (photo rights, etc.)	\$7,500	\$37,500		



100 West Broadway, Ste. 200 | P.O. Box 1395 | Bismarck, ND 58501-1395  
701.223.6380 | ndpc@ndoil.org | www.NDOil.org

May 31, 2018

Ms. Karlene Fine  
North Dakota Industrial Commission  
600 East Boulevard Avenue  
Bismarck, ND 58505

Re: Grant Application for the History of the North Dakota Oil and Natural Gas Industry Project

Dear Ms. Fine:

Enclosed is a grant application requesting the North Dakota Industrial Commission to approve funding from the Oil and Gas Research Council to help fund the North Dakota Petroleum Foundation's North Dakota Oil History project. The North Dakota Oil History Project will be dedicated to preserving and maintaining the history of the oil and gas industry in our state and honoring the men and women – both past and present – who helped build it.

The information gathered from this project will help advance the mission of the Oil and Gas Research Council to support the research and educational activities concerning the oil and natural gas exploration and production industry by preserving the history of the industry in North Dakota and making it available for the general use and consumption of educators, students and other key stakeholders within the state. Oil and natural gas have become an integral part of our state's economy, and fully understanding the industry, its impact on and importance to our state today, and how it may influence it in the future relies on having a strong understanding of its past. This begins with capturing and preserving the history of those who helped build the industry into what it is today.

Total project costs are \$592,000 for the period extending from July 2018 to July 2021. We are requesting \$292,000 to help with the project during that time frame. A \$100 check is in the mail with the two paper copies.

The NDPC is committed to completing the project as detailed in this grant request. Please contact me if you have any questions or need additional information for the enclosed grant application.

Sincerely,

Ron Ness  
President

Enclosure

Applicant:	North Dakota Petroleum Council P.O. Box 1395, Bismarck, ND 58502 701-223-6380
Principal investigator:	Tessa Sandstrom, Communications Manager
Date of application:	May 31, 2018

# Oil and Gas Research Program

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North Dakota

Industrial Commission

## Application

**Project Title:** History of the North Dakota Oil  
and Natural Gas Industry

**Applicant:** North Dakota Petroleum  
Foundation

**Principal Investigator:** Tessa Sandstrom

**Date of Application:** 5/29/2018

**Amount of Request:** \$292,000

**Total Amount of Proposed Project:** \$592,000

**Duration of Project:** 3 years

**Point of Contact (POC):** Tessa Sandstrom

**POC Telephone:** 701-223-6380

**POC E-Mail Address:** tsandstrom@ndoil.org

**POC Address:**

100 W Broadway Avenue, Suite 200

Bismarck, ND 58501

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## ABSTRACT

### Objective:

The North Dakota Oil History Project will be dedicated to preserving and maintaining the history of the oil and gas industry in our state and honoring the men and women – both past and present – who helped build it.

North Dakota Oil History project will be a multi-year project that will live online and include both written historical accounts and “mini-documentaries.” These mini-docs will be 2- to 3-minute videos that tell the story of key events, people, technologies, developments and more. All content will be prepared to be shared via social media, including Facebook, YouTube, Twitter, Instagram, and other channels. In the first year, at least 12 people – some of the industry’s oldest pioneers – will be interviewed on camera and videos and written content will be produced from each.

### Expected Results:

Year one deliverables would include a minimum of 52 podcasts and/or longer (1,200 words) written historical accounts of the industry. Additional shorter segments may be written and posted periodically. These posts would encompass the majority of posts within the first few months of the site’s development until interviews can be filmed and videos produced. It is proposed that 12 industry veterans be interviewed with at least 12 mini-docs to be produced and published within the first year. Additional mini-docs would follow. The focus will be on capturing the histories of elderly pioneers. In subsequent years, interviews may include industry’s pioneers of today that are shaping the industry and thus North Dakota. The project will continue for at least three years to capture and preserve these stories and events in North Dakota with a potential result being a full documentary about the oil and gas industry.

### Duration:

The project will run a minimum of three years with the potential to extend further.

**Total Project Cost:**      \$592,000

### Participants:

The North Dakota Petroleum Council will contribute funding to support the program. The NDPC recently received 501c3 status for the North Dakota Petroleum Foundation and will soon be able to accept

additional funds that may be raised from member companies to help support this project and other programs that will fall under the Foundation’s umbrella.

Participants for the interviews will include NDPC Hall of Fame members, as well as others who will be identified by other industry pioneers.

The production company will still need to be identified as that has not yet been bid out.

## PROJECT DESCRIPTION

### Objectives:

The North Dakota Oil History Project will be dedicated to preserving and maintaining the history of the oil and gas industry in our state and honoring the men and women – both past and present – who helped build it.

North Dakota Oil History project will be a multi-year project that will live online and include both written historical accounts and “mini-documentaries.”<sup>1</sup> These mini-docs will be 2- to 3-minute videos that tell the story of key events, people, technologies, developments and more. All content will be prepared to be shared via social media, including Facebook, YouTube, Twitter, Instagram, and other channels.

The information gathered from this project will help advance the mission of the Oil and Gas Research Council to support the research and educational activities concerning the oil and natural gas exploration and production industry by preserving the history of the industry in North Dakota and making it available for the general use and consumption of educators, students and other key stakeholders within the state. Oil and natural gas have become an integral part of our state’s economy, and fully understanding the industry, its impact on and importance to our state today, and how it may influence it in the future relies on having a strong understanding of its past. This begins with capturing and preserving the history of those who helped build the industry into what it is today.

### Methodology:

The principal investigator, Tessa Sandstrom, will begin background research on the industry using State Archive records and other available resources. Upon conducting that research, she will work with current NDPC Hall of Famers, members, and other industry veterans to begin identifying and conducting

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<sup>1</sup> For an example of a mini-doc, see “Giant Sculptures Decorate North Dakota’s Enchanted Highway” or other stories on Great Big Story at <https://www.greatbigstory.com/stories/the-enchanted-highway-of-north-dakota>.



interviews. Those interviews will be professionally recorded for posterity, as well as for the possibility of creating a full documentary upon the completion of the project.

### **Anticipated Results:**

The project's goal is to produce at least 12 videos in its first year, with dozens of others over the course of the project's three-year period. In addition, numerous posts will be written and shared online to help share the history and give stakeholders a better understanding of it and its importance to the state.

This information is often sought after and enjoyed. The Energy of North Dakota Facebook page shared a brief story about the USA #1 Well, which was drilled in 1957 after the Garrison Dam was built and later had to be built up on a platform in the middle of Lake Sakakawea. That post has reached more than 91,890 people, has been shared 627 times and continues to be one of the most engaging posts on the Energy of North Dakota Facebook page. The only other post that has gotten more views and shares is the video explaining the process of horizontal drilling and hydraulic fracturing. By producing and disseminating similar content, the industry can help educate individuals about it in an interesting and more engaging way that also helps humanize the industry and create the emotional connection that is often missing in an otherwise highly technical field.

### **Why the Project is Needed:**

The industry has a great story to tell, but it is missing a channel through which it can communicate directly to the people. Our greatest asset is its people, yet not many people are exposed to them or get to hear their stories. As a result, the industry's opposition has dominated the narrative, which has led to misperceptions and falsehoods about oil and natural gas and its employees. This, in turn, can and has impacted the industry and often its ability to operate.

This project will help counter this by giving workers and communities members a way to share their stories and views on the industry in an interesting and engaging way while providing our stakeholders with a better understanding of the industry. Furthermore, sharing these stories through warm and caring individuals that are like us will help humanize the industry. In addition, presenting this information and the technologies that have helped develop it over the year may serve as a new way to look at the jobs and careers that have helped advance it. Getting a glimpse into the work done in the industry and capturing why others have loved their jobs and the industry may help pique interest among students or others considering joining the oil and gas industry workforce.

## STANDARDS OF SUCCESS

*Standards of Success should include: The measurable deliverables of the project that will determine whether it is a success; The method to be utilized in measuring success; The value to North Dakota; An explanation of what parts of the public and private sector will likely make use of the project's results, and when and in what way; The potential that commercial use will be made of the project's results; How the project will enhance the education, research, development and marketing of North Dakota's oil and natural gas resources; How it will preserve existing jobs and create new ones; How it will otherwise satisfy the purposes established in the mission of the Program; How it will be reporting on the success of the project.*

Because this project will mainly be broadcast online, measuring its success will be relatively simple using analytics software and services offered through social media channels and Google. These analytics can help guide what content people respond to most and what keywords people are using to find the information to better share the stories.

In terms of the project's value to North Dakota, it will help capture and preserve a part of its economy and culture that has grown quickly in recent years. It is helping shape our state in many ways, but much of it may be lost as some of our early pioneers pass away. Their experiences and contributions to the industry have not only shaped it and the state, but they have helped develop and advanced the technologies that helped the industry become what it is today. By sharing their successes, failures, near-misses and more, innovators and workers today can learn from those experiences and either avoid similar pitfalls or devise the solutions that may have eluded their predecessors. As the saying goes, "Those who cannot learn from history are doomed to repeat it."

In terms of helping preserve jobs, the industry is under constant attack and is often plagued with misperceptions. This is not only a challenge in educating individuals about the industry, but it also hampers development of workforce, which is becoming a serious challenge for the industry. According to research commissioned by the Communications Advisory Council, a coalition of oil and gas industry communications professionals, younger generations are the least familiar with the industry. Only 20 percent of Gen Z (those born since 1997) and 15 percent of Millennials (1977-1996) say they are familiar with the industry. Among Gen Z, only 26 percent find a career in the oil and gas appealing, while 44 percent of Millennials consider a career in the oil and gas industry as appealing. They are, however, the age groups that are most open to hearing and learning more about the industry, presenting a tremendous opportunity to speak to them.

When employees of the industry are asked what they like most about working in it, among the most common answers is that they love the people. A majority of the workforce are kind, generous, and likable individuals. Having those people tell the story of the industry and share their insights can help shed new light on the industry, what it's like to work in it, and offer a more personable and emotional connection in an otherwise technical field. This may not only help with inspiring others to enter the workforce, but can help humanize the industry to improve overall understanding and perception of it, which ultimately meets the OGRC's goals of education and promotion of the industry.

The reporting of the success can be through the analytics of the project's performance online and in social media. The NDPC conducts public perception surveys about the industry every one or two years and the project may be included in them to measure any shifts in favorability or awareness about the project.

Upon the completion of the project, a full documentary or book could be produced, which may be sold to help raise money for the North Dakota Petroleum Foundation.

### **BACKGROUND/QUALIFICATIONS**

*Please provide a summary of prior work related to the project conducted by the applicant and other participants as well as by other organizations. This should also include summary of the experience and qualifications pertinent to the project of the applicant, principal investigator, and other participants in the project.*

Tessa Sandstrom, the principal investigator would create the content and administer the project. She has experience in conducting oral histories and research through her college studies. In 2006, she researched, conducted interviews and wrote about the history of the Garrison Dam, the Four Bears Bridge and the flooded communities of Elbowoods, Sanish and Van Hook. The project involved interviewing several individuals for the project, each of which was recorded and preserved in the State Historical Society of North Dakota Archives. Because much of this history was not recorded on the internet, a majority of her research entailed examining microfilm copies of newspapers and going through materials, diaries, and memorabilia preserved within the SHSND Archives.

The project earned her the Communications Senior of the Year award, and she sold more than 200 printed copies of the history. The following summer, she received a grant from the North Dakota Humanities Council to conduct several follow-up interviews on film, which were also archived in the State Archives.

Tessa also interned at the State Historical Society researching and writing content for Prairie Public Broadcasting's program, the Dakota Datebook. Many of those segments continue to air today. In 2008, she was commissioned by Indian Hills Resort to compose brief historical accounts about the lake and river's ferry crossing that was once located there, which was then included in plaques placed along walking paths within the park.

As communications manager for the North Dakota Petroleum Council for more than six years, she has managed the Energy of North Dakota Program. In her role, she administered millions in grant money from the OGRC and kept it up-to-date on the program's progress and successes.

## MANAGEMENT

*A description of **how** the applicant will manage and oversee the project to ensure it is being carried out on schedule and in a manner that best ensures its objectives will be met, **and a description of the evaluation points to be used** during the course of the project.*

Tessa Sandstrom will manage the project from start-up to content creation. Publishing of content should be at least weekly, so the goals of the project will be to produce 52 podcasts and/or longer (1,200 words) written historical accounts of the industry. Additional shorter segments may be written and posted periodically. It is proposed that 12 industry veterans be interviewed with at least 12 mini-docs to be produced and published within the first year. Additional mini-docs would follow. In subsequent years, interviews should continue to ensure additional histories are preserved and shared.

## TIMETABLE

*Please provide a project schedule setting forth the starting and completion dates, dates for completing major project activities, and proposed dates upon which the interim reports will be submitted.*

### TIMELINE

July	Seek final approval from the board and OGRC
August	Retain videographer and web developer for the site
August	Begin background research
September	Film of interviews
January 2019	Begin publishing of materials online
Circa May 2019	Conduct second rounds of interviews with other individuals

Year one deliverables would include a minimum of 52 longer (1,200 words) written historical accounts of the industry. Additional shorter segments may be written and posted periodically. It is proposed that 12 industry veterans be interviewed with at least 12 mini-docs to be produced and published within the first year. Additional mini-docs would follow. In subsequent years, interviews should continue to ensure additional histories are preserved and shared.

## BUDGET

*Please use the table below to provide an **itemized list** of the project’s capital costs; direct operating costs, including salaries; and indirect costs; and an explanation of which of these costs will be supported by the grant and in what amount. The budget should identify all other committed and prospective funding sources and the amount of funding from each source, differentiating between cash, indirect costs, and in-kind services. Justification must be provided for operating costs not directly associated to the costs of the project. Higher priority will be given to those projects that have matching private industry investment equal to at least 50% or more of total cost. (Note ineligible activities or uses are listed under OGRP 2.02) **Please feel free to add columns and rows as needed.***

Project Associated Expense	NDIC’s Share	Applicant’s Share (Cash)	Applicant’s Share (In-Kind)	Other Project Sponsor’s Share
Editorial Management			\$270,000	
Video Production*	\$292,000			
Marketing & Expenses (photo rights, etc.)		\$30,000		

\*Video production expenses include \$18,500 in pre-production (scheduling, admin, outlining, storyboarding, other logistics); \$168,000 in production (filming, crew, equipment); and \$105,500 in post-production (editing, color correction, audio mixing, graphics, etc.).

*Please use the space below to justify project associated expenses, and discuss if less funding is available than that requested, whether the project’s objectives will be unattainable or delayed.*

The bulk of the associated expenses is in the production of the videos. It is important to capture high-quality footage for posterity and professionalism, especially if a documentary will be made in the future. The researching, writing, pre-interviews and actual interviews will also be a time-consuming process but must be done with care to ensure the accuracy and objectivity of the recording and publishing of history.

If the full funds weren’t granted, fewer interviews and deliverables would likely be completed.

## CONFIDENTIAL INFORMATION

*Any information in the application that is entitled to confidentiality and which the applicant wants to be kept confidential should, if possible, be placed in an appendix to allow for administrative ease in protecting the information from public disclosure while allowing public access to the rest of the application. Such information must be clearly labeled as confidential and the applicant must explain why the information is entitled to confidentiality as described in North Dakota Century Code 54-17.6. Oil and gas well data that is a result of financial support of the Council shall be governed by North Dakota Century Code 38-08-04(6). **If there is no confidential information please note that below.***

The NDPC does not request any of the information related to this application be confidential.

## PATENTS/RIGHTS TO TECHNICAL DATA

*Any patents or rights that the applicant wishes to reserve must be identified in the application. **If this does not apply to your proposal, please note that below.***

The NDPC does not request to reserve any patent rights to technical data.

## STATUS OF ONGOING PROJECTS (IF ANY)

If the applicant is a recipient of previous funding from the Commission, a statement must be provided regarding the current status of the project.

The NDPC currently has an OGRC grant for its Energy of North Dakota program, which extends through the end of this year. This project is separate from the Energy of North Dakota, but content will likely be used and shared through Energy of ND programs. It is expected that the Energy of ND program will fall under the North Dakota Petroleum Foundation in the next potential grant cycle.

## APPLICATION CHECKLIST

Use this checklist as a tool to ensure that you have all of the components of the application package. Please note, this checklist is for your use only and does not need to be included in the package.

<input type="checkbox"/>	Application
<input type="checkbox"/>	Transmittal Letter
<input type="checkbox"/>	\$100 Application Contribution
<input type="checkbox"/>	Tax Liability Statement
<input type="checkbox"/>	Letters of Support (If Applicable)
<input type="checkbox"/>	Other Appendices (If Applicable)

When the package is completed, send an electronic version to Ms. Karlene Fine at [kfine@nd.gov](mailto:kfine@nd.gov), and 2 hard copies by mail to:

Karlene Fine, Executive Director  
North Dakota Industrial Commission  
State Capitol – 14<sup>th</sup> Floor  
600 East Boulevard Ave Dept 405  
Bismarck, ND 58505-0840

For more information on the application process please visit:  
<http://www.nd.gov/ndic/ogrp/info/ogrcsubgrant-app.pdf>

Questions can be addressed to Ms. Fine at 701-328-3722 or Brent Brannan at 701-425-1237.

# Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type. See Specific Instructions on page 3.	<p><b>1</b> Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <b>North Dakota Petroleum Council, Inc.</b></p> <p><b>2</b> Business name/disregarded entity name, if different from above</p>	
	<p><b>3</b> Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.</p> <p><input type="checkbox"/> Individual/sole proprietor or single-member LLC</p> <p><input checked="" type="checkbox"/> C Corporation</p> <p><input type="checkbox"/> S Corporation</p> <p><input type="checkbox"/> Partnership</p> <p><input type="checkbox"/> Trust/estate</p> <p><input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____</p> <p><b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</p> <p><input type="checkbox"/> Other (see instructions) ▶ _____</p>	<p><b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from FATCA reporting code (if any) _____</p> <p><small>(Applies to accounts maintained outside the U.S.)</small></p>
	<p><b>5</b> Address (number, street, and apt. or suite no.) See instructions. <b>100 W. Broadway Ave., Suite 200</b></p> <p><b>6</b> City, state, and ZIP code <b>Bismarck, ND 58501</b></p> <p><b>7</b> List account number(s) here (optional)</p>	<p>Requester's name and address (optional)</p>

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>									
<b>or</b>									
<b>Employer identification number</b>									
4	5	-	0	4	5	4	7	3	8

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person ▶	Date ▶ 1-15-18
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**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
  - Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
  - Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
  - Form 1099-S (proceeds from real estate transactions)
  - Form 1099-K (merchant card and third party network transactions)
  - Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
  - Form 1099-C (canceled debt)
  - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
- If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.