

AAPL ANNUAL REPORT

2023-2024



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LEADERSHIP

FROM THE PRESIDENT & EVP

FINANCIAL POSITION

FINANCIAL POSITION

ACTIVITIES

MEMBER SERVICES

MEMBERSHIP

CERTIFICATION

EDUCATION

EVENTS

EXECUTIVE COMMITTEE

President: J. Brooks Yates, CPL PEREGRINE RESOURCES
 1st Vice President: Nancy C. McCaskell, CPL MASONBORO ENERGY
 2nd Vice President: Rodney L. Black, CPL CH4 ENERGY SIX, LLC
 3rd Vice President: R. Dirk Vanderploeg II, CPL TEXAS AMERICAN RESOURCES COMPANY
 Secretary: Brian K. Tolson Jr., CPL EQUITAS ENERGY PARTNERS, LLC
 Treasurer: Jerris E. Johnson, CPL LONTRA ENERGY CONSULTING, LLC
 Immediate Past President: Carl D. Campbell, CPL ALAMO RESOURCES, LLC

LOCAL ASSOCIATION DIRECTORS

Alaska	Jason Lyons, RPL
Ark-La-Tex	Paul Wood, CPL
Austin	Jimmy Wright, CPL
Bakersfield	Christin L. Faber, CPL
Baton Rouge	William F. "Will" O'Neal, CPL
Canada	Janice Redmond
Canada	Shaun Williams
Corpus Christi	William P. "Bill" Moffitt, CPL
Dallas	Jason T. Maloy, CPL
Denver	Tyler D. Aylor, RPL
East Texas	Lucy Wathen, CPL
Fort Smith	William C. "Bill" Warren Jr., CPL
Fort Worth	Michael B. "Mike" Gregory, CPL
Houston	Christine J. Touchstone, CPL
Lafayette	Richard A. Hines, CPL
Los Angeles	Jason M. Downs, CPL
Michael Late Benedum	Jeremy White, RPL
Michigan	Russell Shinevar, CPL
Mississippi	Keri L. Falk, CPL
Montana	John R. Lee, RPL
Nevada	Adam B. Stellar, CPL
New Mexico	Jack A. Richardson, CPL
New Orleans	Alex Guitart, RPL
North Dakota	Ian Vestal
North Houston	William H. "Will" Holstien, CPL
North Texas	Terry P. Caves, CPL
Oklahoma City	Matt S. Beavers, CPL
Panhandle	
Permian Basin	Derek Whiting, RPL
San Antonio	Tyler B. Shelton, CPL
San Juan Basin (formerly Four Corners)	Matthew A. "Matt" Gray, CPL
Southern Appalachian	Richard D. Adkins, CPL
Southern Oklahoma	Lars Noble, CPL
Tri-State	Jess A. Rowe, CPL
Tulsa	Denton Smith, CPL

Utah
 West Houston
 Wichita
 Wyoming

Jonathan R. Baker Jr., RPL
 Andrew McGhee, CPL
 William G. "Will" Boone, CPL
 Adam Sarvey

COMMITTEE CHAIRS

Accreditation	Gavin James Smith, CPL
Annual Meeting	Hunter Buchert, RPL
Awards	K. Wade Pollard, CPL
ByLaws & Policy Manual Review	Travis Beavers, CPL
Certification	Kevin R. McNally, CPL
Council of Past Presidents (COPP)	Jack C. Richards, CPL
Education Committee	Mark DeVrient, RPL
Certification Education Committee	James J. Hull, CPL
Ethics	Katherine Chalfant, CPL
Field Landman	Evan F. Williams, CPL
Finance	Nancy C. McCaskell, CPL
Forms	Eli Huffman, CPL
Governmental Affairs	Mark DeVrient, RPL
Membership	Michael Pisciotte, CPL
Mentorship	Kyndall Leone, CPL
Nominating Subcommittee	James T. Devlin, CPL
Publications	Joe Munsey, RPL
Strategic Planning	Nancy C. McCaskell, CPL
Technology	James M. Spillers, CPL
NAPE Advisory Board	Lester A. Zitkus, CPL
NAPE Management Committee	J. Brooks Yates, CPL
NAPE Operators Committee	Cranford D. Newell Jr., CPL

AFFILIATED ENTITIES CHAIRS

AAPL Educational Foundation, Inc.	Michael A. Pisciotte, CPL
Investment Advisory	Nancy C. McCaskell, CPL
Landman Scholarship Trust	Michelle L. Phillips, CPL

AD HOC CHAIRS

Diversity & Inclusion Council	Britney A. Crookshanks, CPL
Policy / Bylaw Manual Rewrite	Kyle Reynolds, CPL
Education Czar	Christine J. Touchstone, CPL

INDUSTRY REPRESENTATIVES

Energy & Mineral Law Foundation	Sandra K. Fraley-Zitkus, RPL
GeoCare Insurance	Jane R. Crouch, CPL
LSU Mineral Law Foundation	Harold J. Anderson, CPL/ESA
Outer Continental Shelf	Chad Elias
RMML Foundation	Michelle L. Phillips, CPL
Southwest Land Institute	DJ Cherry Jr. RPL

FROM THE PRESIDENT & EVP/COO

ANNUAL REPORT – YATES & CALLIHAN

Dear AAPL Members:

As we reflect on the past fiscal year with gratitude, we are proud to present the achievements of our association. This year has been marked by significant progress and success in financial stewardship and enhanced membership services, underscoring our collective commitment to serving AAPL members, advancing the land profession and enhancing the energy industry.

First and foremost, we are thrilled to report that we have successfully balanced our budget, ensuring financial stability and enabling us to invest further in initiatives that benefit our members and the broader industry. This achievement is a testament to the diligent efforts and strategic planning of our executive committee, board of directors, standing committees and exemplary staff. Along with these budget efforts, a deep dive into our staff occurred simultaneously, and the result appears that the energy level and optimism has increased many times over. This should reverberate throughout the entire organization in the coming years.

One of the year’s notable achievements was our increased advocacy efforts, which saw remarkable success with the passage of SB 604 through the Texas House and Senate, culminating in the governor’s signature. This legislative victory represents a significant step forward in our ongoing efforts to support landmen and their interests. In addition, more than 600 legislative bills were tracked daily.

Education and certification opportunities continue to be cornerstones of our mission with a wide variety of professional development offerings. This year we produced six robust Energy Institutes in regions including Texas, the Gulf Coast, the Southwest, the Rockies, the Appalachian area and Nevada. These regional institutes have provided valuable learning opportunities and networking platforms, contributing to the ongoing growth and excellence of our profession. We also honored 189 members who earned their CPL, RPL and RL certification designations.

A highlight this fiscal year was the launch of the Women in Energy Institute, a groundbreaking initiative that received rave reviews from across the industry. This institute represents a significant step toward fostering diversity and inclusion within our field, and its success has set a new standard for how we support and elevate women in energy.

Additionally, implementing the Alliance Program significantly enhanced our relationships with 11 major exploration and production companies. This initiative has strengthened our industry connections and fostered collaboration that will benefit all stakeholders involved. We will continue to seek out opportunities to align with E&P companies to help strengthen the the level of services to the energy industry.

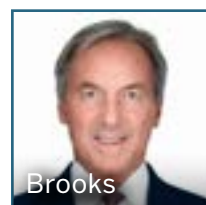
Our efforts in organizing and hosting events have also been met with great success. The 2024 NAPE Summit attracted more than 8,100 attendees, and we are proud to have donated more than \$300,000 this year to NAPE Charities, benefiting veterans charities that support our American heroes. Furthermore, our Annual Meeting in Boston was a resounding success, with a sold-out attendance that highlighted the enthusiasm and engagement of our membership.

These accomplishments are a direct result of the dedication and hard work of our members, volunteers and staff. As we move forward, we are excited about the opportunities ahead and confident in our continued ability to drive progress and foster excellence in the land profession and energy industry.

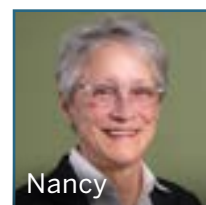
Thank you for your unwavering support and commitment to AAPL. Together, we will continue to achieve great things and shape the future of our industry.

Sincerely,
J. Brooks Yates, CPL AAPL President 2023-24
Le’Ann P. Callihan EVP & COO of AAPL/NAPE

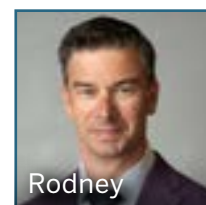
2023-24 EXECUTIVE COMMITTEE



Brooks



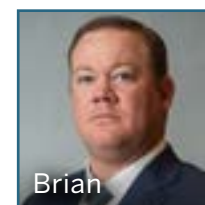
Nancy



Rodney



Dirk



Brian



Jerris



Carl

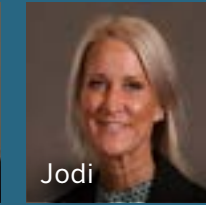
AAPL STAFF



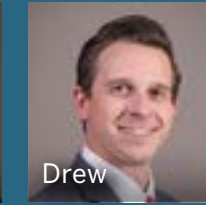
Le’Ann



Russell



Jodi



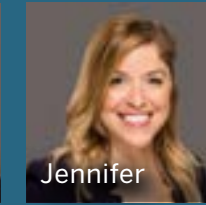
Drew



Paul



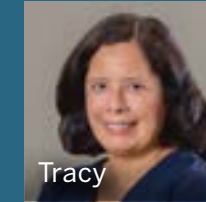
Andrea



Jennifer



Sidney



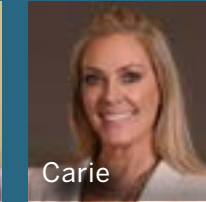
Tracy



Hogan



Mike



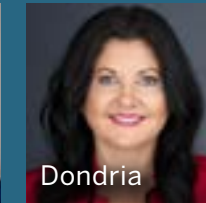
Carie



Caleb



Chad



Dondria



Mariah



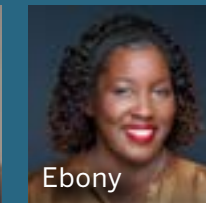
Evelyn



Tricia



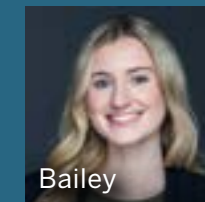
Saadat



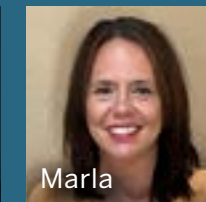
Ebony



Cordelia



Bailey



Marla



Charlie

WE ARE HERE TO SERVE

Please reach out to us with any questions, comments or concerns you may have. We’re always happy to help!



FINANCIAL POSITION
CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Excerpted from AAPL Audit Report FYE June 30, 2023

Year Ended
June 30, 2023

ASSETS

Cash and Cash Equivalents	\$5,955,553
AR, Prepaid and Other Assets	1,345,400
Property and Equipment, Net.....	4,499,541
Long-Term Investments	48,393,390
Right-of-use-asset - Operating.....	51,561

TOTAL ASSETS **\$60,245,445**

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$469,421
Accrued Expenses	145,041
Unearned Revenue	1,386,217
Lease Liability - Operating	51,561
Unearned NAPE Fees	1,080,562

TOTAL LIABILITIES **\$3,132,802**

NET ASSETS

Without Donor Restrictions	
Undesignated	\$56,428,434
Designated.....	35,724

\$56,464,158

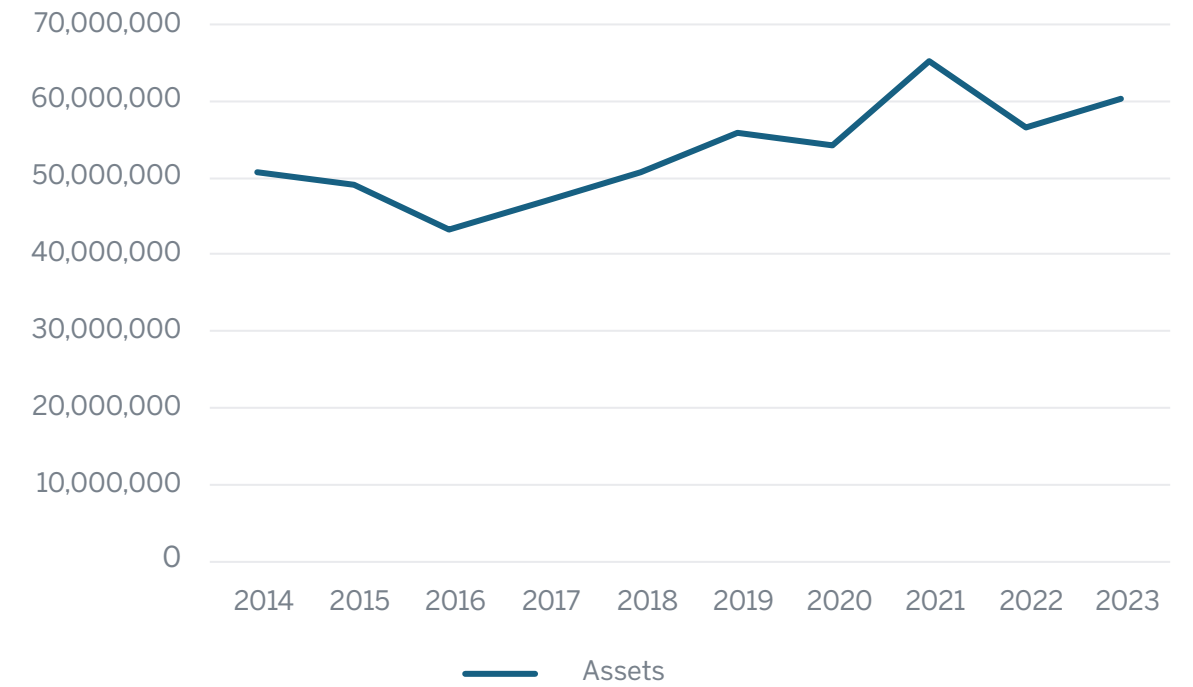
With Donor Restrictions	
Time-Restricted For Future Periods.....	\$600,000
Purpose restricted.....	3,485
Perpetual In Nature	45,000

\$ 648,485

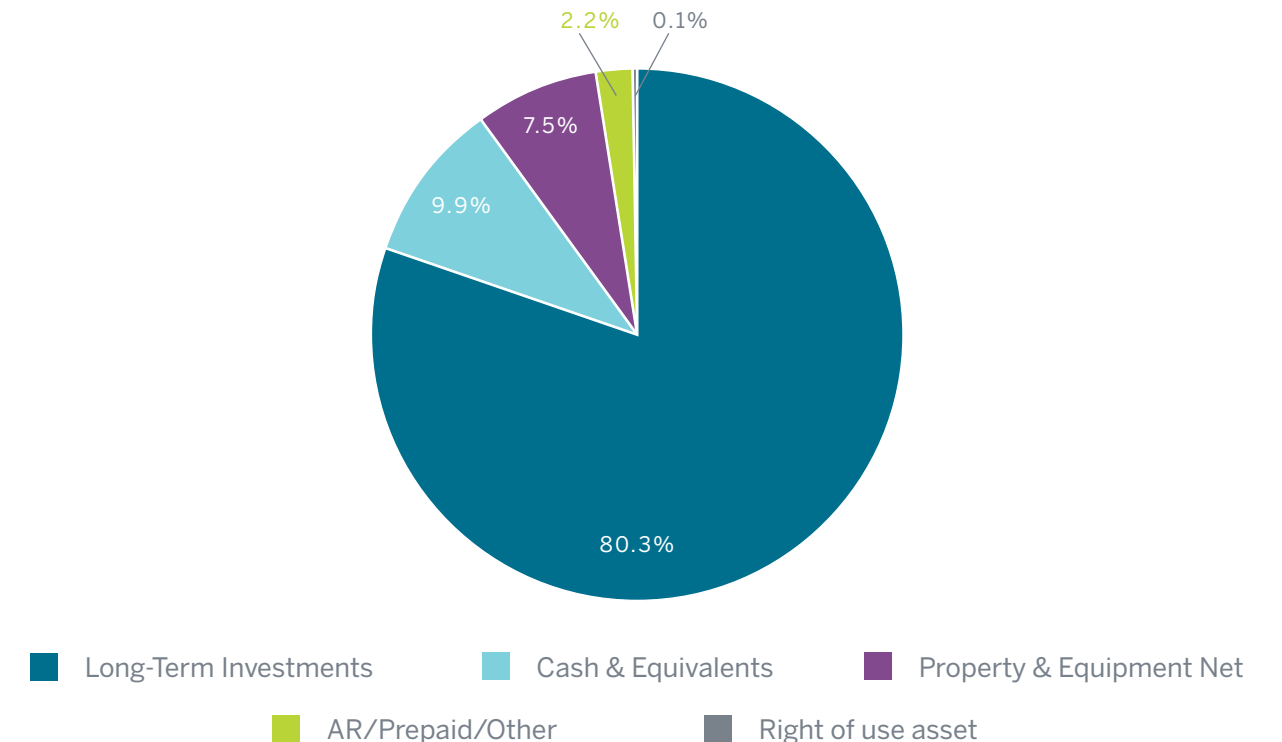
TOTAL NET ASSETS **\$57,112,643**

TOTAL LIABILITIES AND NET ASSETS **\$60,245,445**

TOTAL ASSETS BY YEAR



TOTAL ASSETS BY CATEGORY



LEADERSHIP

FROM THE PRESIDENT & EVP

FINANCIAL POSITION

► FINANCIAL POSITION

ACTIVITIES

MEMBER SERVICES

MEMBERSHIP

CERTIFICATION

EDUCATION

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FINANCIAL POSITION
CONSOLIDATED STATEMENT OF ACTIVITIES

Excerpted from AAPL Audit Report FYE June 30, 2023

Year Ended
June 30, 2023

REVENUES AND OTHER SUPPORT WITHOUT DONOR RESTRICTIONS

Membership Dues	\$1,525,843
NAPE Expo	5,622,557
Certification Fees and Dues.....	70,925
Educational Seminar Fees	548,419
AAPL Annual Meeting	458,849
Advertising.....	155,366
Contributions.....	426,690
Royalty Income.....	41,361
Investment Income, net of fees.....	699,335
Other	20,449
Gain (Loss) on Sale of Assets.....	(4,858)
Realized and Unrealized Gain (Loss) on Investments	3,415,544
Employee Retention Credit.....	822,955
Net assets released from restrictions	100,000

TOTAL REVENUES AND OTHER SUPPORT WITHOUT DONOR RESTRICTIONS \$13,903,435

PROGRAM AND SUPPORT SERVICES

Salaries and Benefits	\$3,694,024
Advertising.....	128,874
Amortization.....	37,661
Bad Debt	-
Bank Fees.....	274,478
Depreciation	149,665
Distributions	16,106
Events.....	-
Grants and Other Assistance	721,246
Insurance	141,323
Lease Expense	1,547
Lobbying.....	144,000
Meals and Entertainment	288,126
Meetings and Conferences.....	1,823,632
Miscellaneous.....	79,051
Professional Fees and Services.....	526,456
Property Taxes	78,739
Publications	366,076
Repairs and Maintenance	117,367

Software and Technology	330,101
Supplies and Other	570,518
Tax Benefit	(2,573)
Training and Development.....	11,104
Travel	412,168
Utilities	117,925

TOTAL PROGRAM AND SUPPORT SERVICES \$10,027,614

REVENUE WITH DONOR RESTRICTIONS

Contributions.....	903,749
Net assets released from restrictions	(100,000)

CHANGE IN DONOR RESTRICTIONS \$803,749

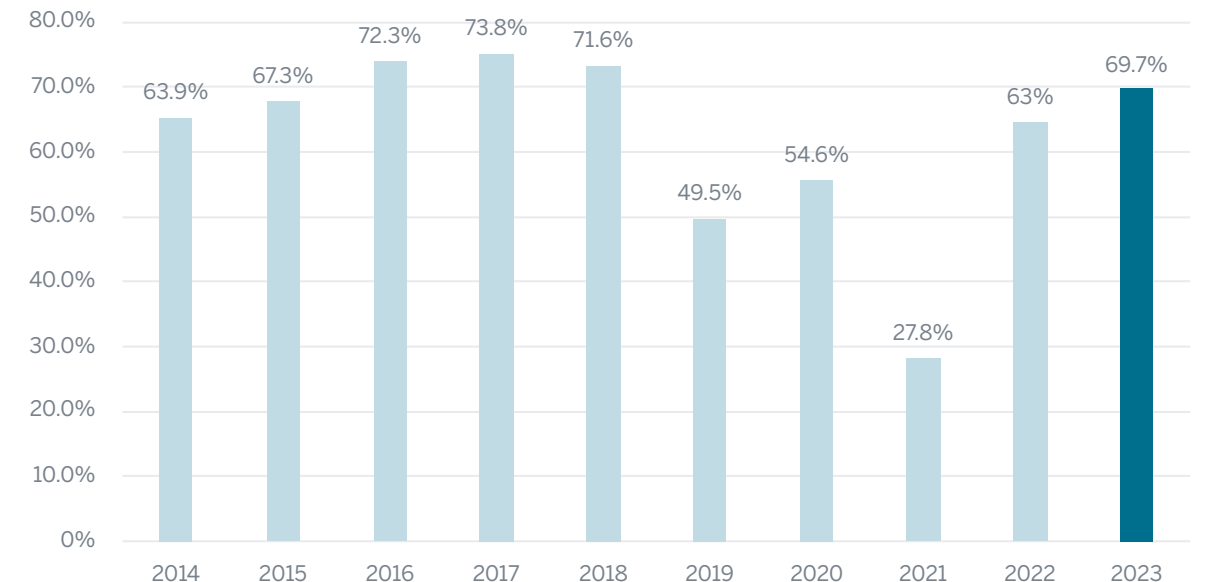
CHANGE IN NET ASSETS

Net Assets at Beginning of Year	53,222,262
Partnership contributions (distributions)	(789,189)

NET ASSETS AT END OF YEAR \$57,112,643

PROGRAM SERVICES AS A PERCENTAGE OF TOTAL REVENUE

(LESS INVESTMENT GAINS/LOSSES)



LEADERSHIP

FROM THE PRESIDENT & EVP

FINANCIAL POSITION

FINANCIAL POSITION

▶ **ACTIVITIES**

MEMBER SERVICES

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EVENTS

MEMBER SERVICES HIGHLIGHTS

EVENTS

- Revenue increased from previous year for the following key AAPL offerings: AAPL membership, Southwest Land Institute, Appalachian Land Institute, Mining and Land Resources Institute and Annual Meeting.
- Increased attendance from previous year for Southwest Land Institute (+50%), Appalachian Land Institute (+15%), Mining and Land Resources Institute by (+41%) and Annual Meeting (+8%).
- New Bitcoin Mining for Landmen event and Women in Energy Institute as well as spring Certification Exam Review in Fort Worth, Appalachian Land Institute and Annual Meeting all reached capacity.
- The Southwest Land Institute and Mining and Land Resources reached over 95% capacity.
- New cost-effective swag and signage allowed for a larger presence at in-person marketing events, AAPL educational events and NAPE.

LOCAL OUTREACH AND INVOLVEMENT

- Strengthened relationships with local associations and other regional organizations to help promote specific Energy Institutes, Annual Meeting and other in-person events as well as AAPL membership.
- Provided new marketing kits to local associations and other industry allies to promote AAPL offerings at their events.
- Social media collaborations with industry leaders like Oxy, Chesapeake, Devon, Liberty Energy/Chris Wright, Flipping the Barrel, Texas Blockchain and more.
- Social media collaborations with industry outsiders to spread industry awareness included ASCA, Cheers Bar, Trudy Cathy White and more.

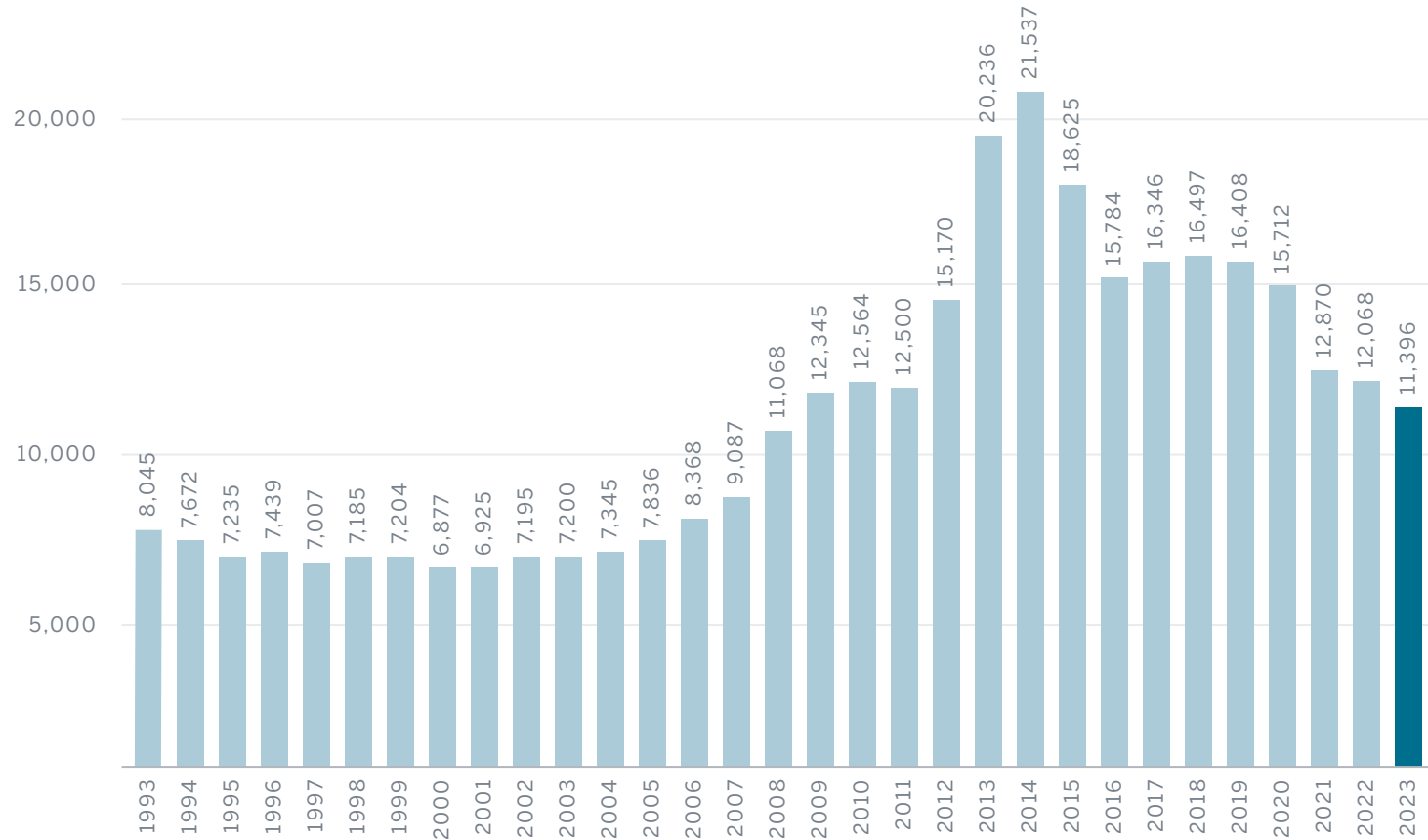
- Updated compensation survey doubled response rate from most recent survey in 2022.
- Provided AAPL members with opportunities to shape public policy with in-depth analysis and access to submit public comments for proposed regulations at the federal and state level, including those from the Bureau of Land Management, U.S. Environmental Protection Agency, U.S. Department of Energy, U.S. Department of Labor, U.S. Securities and Exchange Commission, California Geologic Energy Management Division, Colorado Energy and Carbon Management Commission, New Mexico Environment Department, and the Texas Railroad Commission, among others.
- Executed industry awareness and recruitment campaigns with the American Association of School Counselors, including mailing 3,000 new recruitment brochures, exhibiting at their national conference in Atlanta in July, advertising in their ASCA School Counselor magazine and participating in their online industry spotlight.
- Joined national and regional partner energy groups and state oil and gas associations, such as the Independent Petroleum Association of America, American Exploration & Production Council, the Texas Independent Producers & Royalty Owners Association, Texas Oil & Gas Association, and Western Energy Alliance, among others, to promote and support advocacy campaigns, regulatory proposals, and stakeholder outreach to protect a landman's right to work and support domestic energy exploration and production, both from traditional and renewable sources.
- Assisted AAPL members with inquiries for legislative, regulatory, and case intervention, including navigating the new Federal Trade Commission noncompete rulemaking that prohibits noncompete agreements for employees and independent contractors; coordinating with state partners to curb efforts to curtail independent contractor recognition in California,

Michigan, and Pennsylvania; providing a state-by-state guide to landman licensing requirements; and reviewing requests for AAPL amicus briefs in cases involving lease terminations, royalty disputes, and working interest owners.

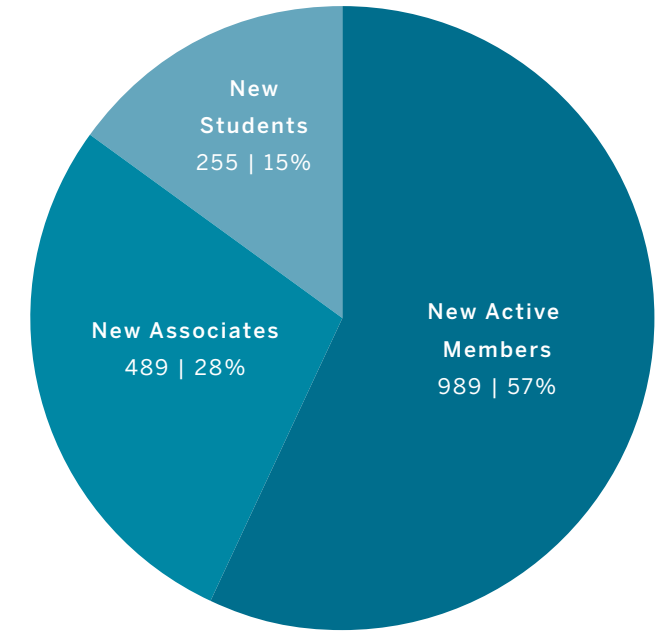
SPECIAL INITIATIVES

- Filed an AAPL legal brief with the Texas Attorney General in opposition to the Texas Real Estate Commission request regarding whether those negotiating wind leases on behalf of another for compensation are required to hold a real estate license in Texas. AAPL was joined by numerous state lawmakers who supported the AAPL position that no licensing is required under state law.
- Delivered AAPL support letter to congressional representatives with the Professional Certification Coalition to advance bipartisan federal legislation to extend federal tax exemptions to AAPL members for certification and membership costs, including an official comment letter to the U.S. House of Representative Ways & Means Committee Chairman urging passage of the bill and extolling its benefits for AAPL members and the energy industry.
- Provided members with access, detailed analysis, and archives of video recordings for numerous federal and state legislative hearings, including witness testimony and bill markups on key pieces of legislation impacting members in all oil and gas and renewables producing jurisdictions.
- Tracked, analyzed, and reported on a record number of bills for members, provided biweekly governmental affairs bill tracking snap bill summaries, and published biweekly governmental affairs reports for members on monitored legislative, regulatory, and judicial matters – totaling hundreds of pages of content available exclusively for AAPL members.

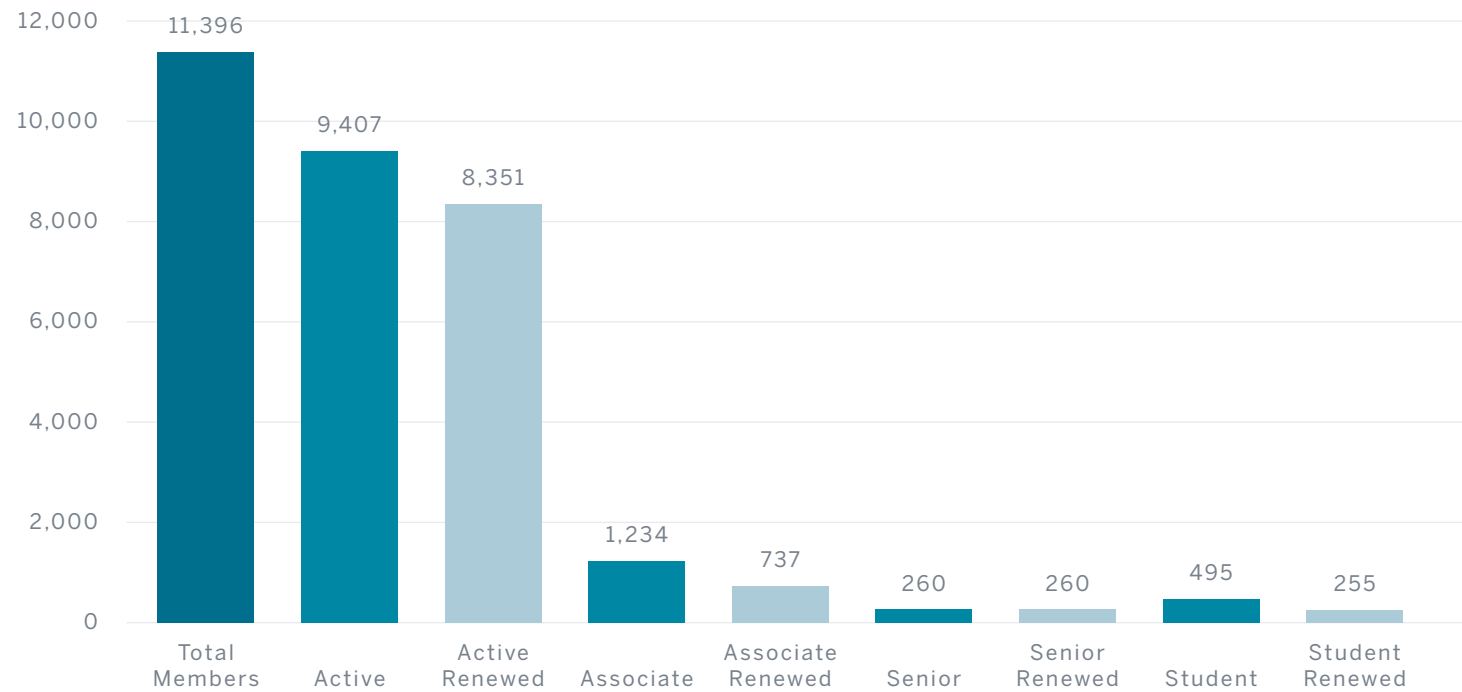
MEMBERSHIP BY YEAR



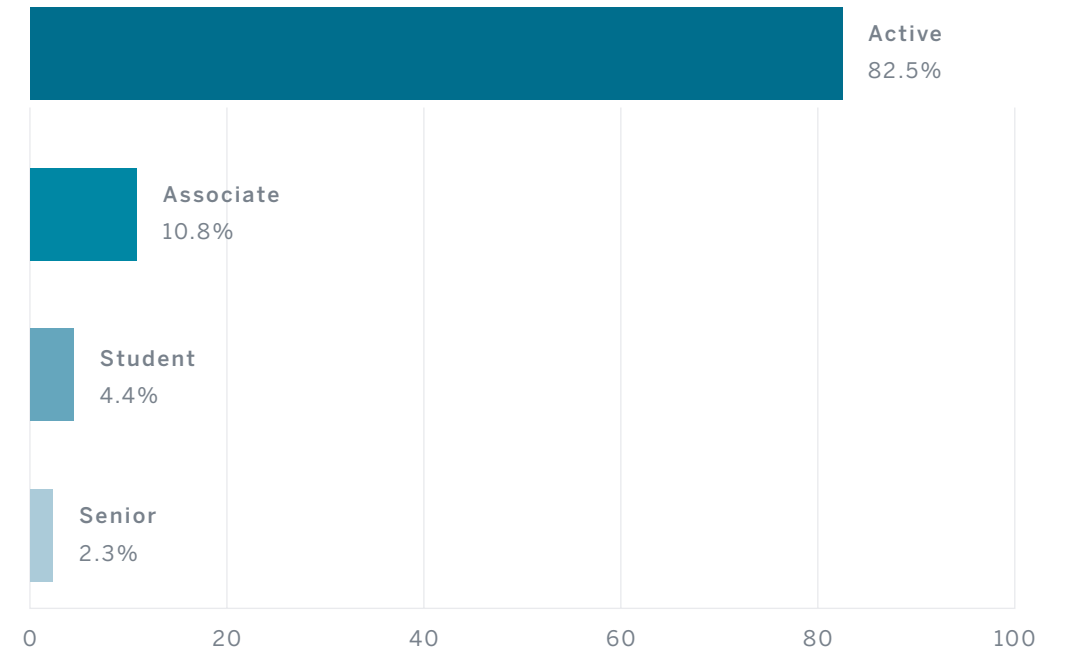
NEW MEMBERS IN FISCAL YEAR 2023



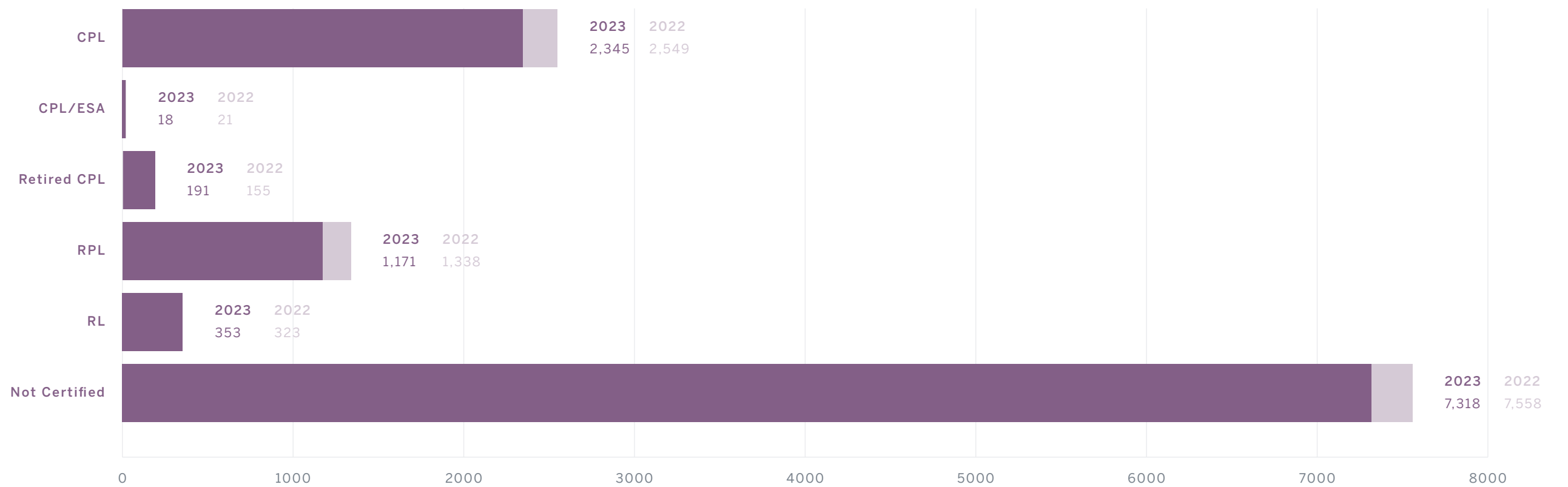
TOTAL MEMBERSHIP VERSUS RENEWAL NUMBERS BY TYPE



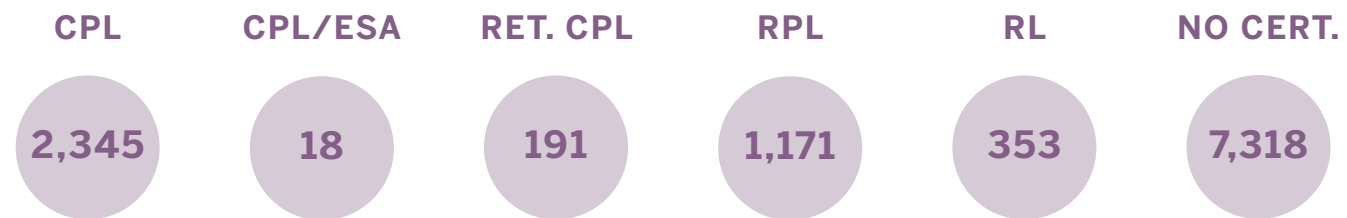
MEMBERSHIP PERCENTAGE BY TYPE



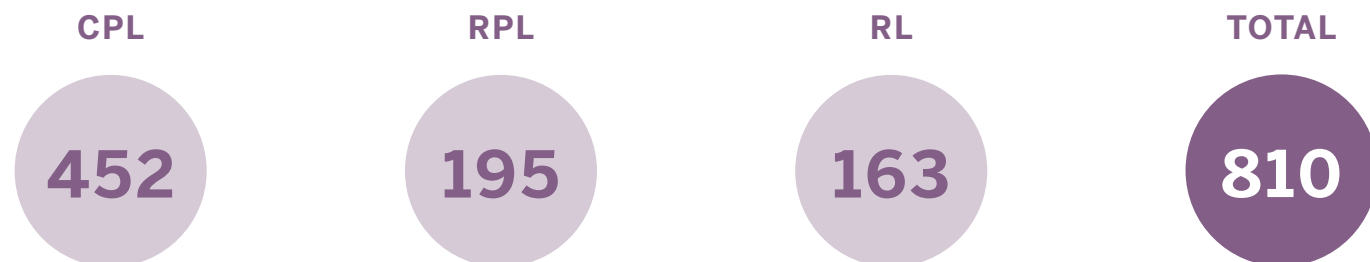
CERTIFICATION NUMBERS BY CERTIFICATION LEVEL: FISCAL YEAR 2022 VS FISCAL YEAR 2023



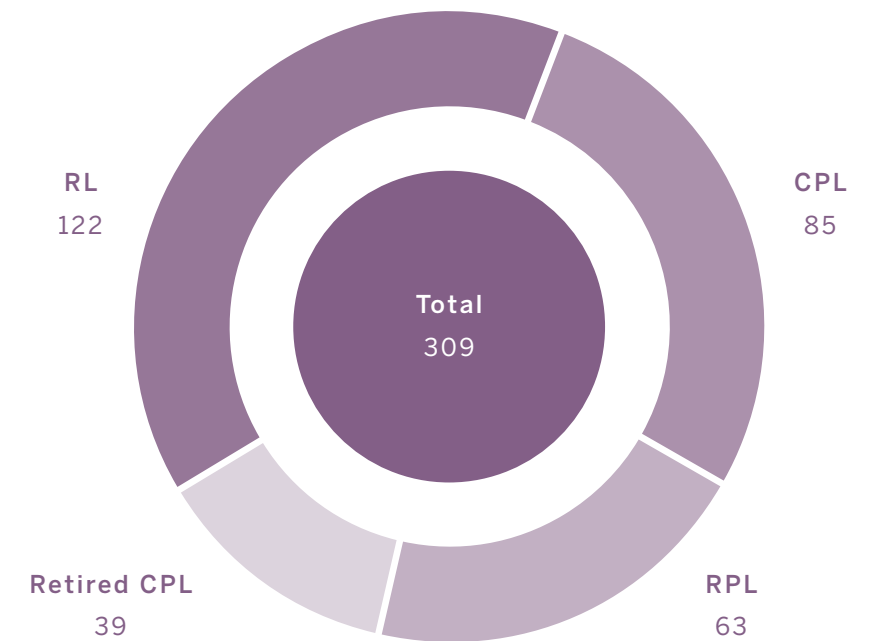
TOTAL CERTIFICATIONS BY LEVEL



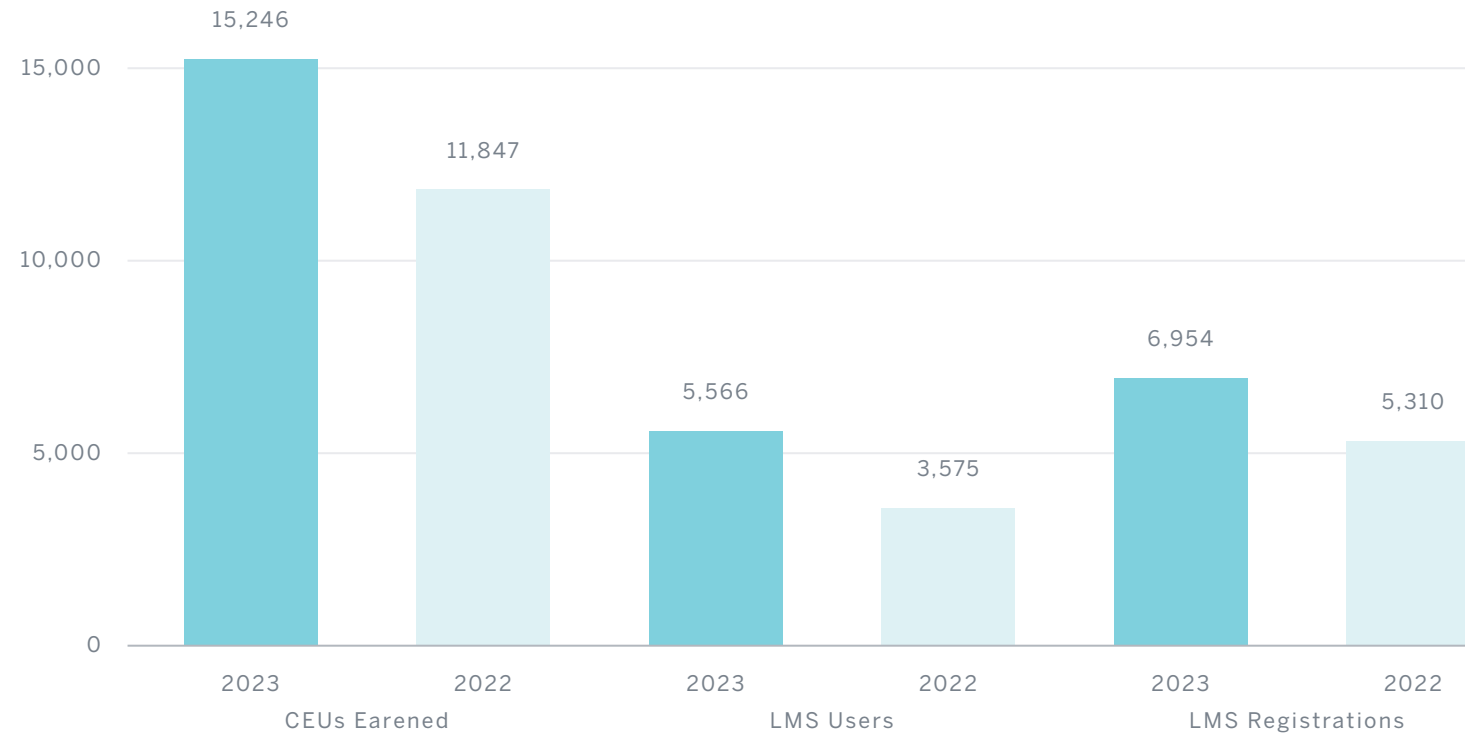
MEMBERS RECERTIFIED IN FISCAL YEAR 2023



APPLICATIONS REVIEWED IN FISCAL YEAR 2023



CEUS EARNED, LMS USERS, LMS REGISTRATIONS



UNIQUE USER PAGE VIEWS IN THE LMS

209,390

UNIQUE SITE VISITORS TO THE LMS

155,699

ON-DEMAND COURSES ACTIVE IN THE LMS

297

TOTAL INSTITUTES



FIELD LANDMAN SEMINARS



HYBRID SEMINAR



RPL/CPL REVIEWS



TOTAL WEBINARS



ON-DEMAND COURSES (PURCHASED)



ANNUAL MEETING



BOARD MEETINGS AND ANNUAL MEETING

BOARD MEETINGS

SEPTEMBER 15-17, 2023

Loews Coral Gables Hotel
2950 Coconut Grove Drive
Coral Gables, FL 33134

DECEMBER 8-10, 2023

Hyatt Regency Tamaya
1300 Tuyuna Trail
Santa Ana PBL, NM 87004

MARCH 8-10, 2024

Mayo Hotel
115 W. 5th Street
Tulsa, OK 74103

JUNE 18-19, 2024

Boston Park Plaza
50 Park Plaza at Arlington Street
Boston, MA 02116

2024 AAPL ANNUAL MEETING

BOSTON, MA | JUNE 18-19, 2024

The 70th Annual Meeting was held in Boston and was attended by nearly 600 land professionals from 29 states. Nine concurrent education sessions offered attendees numerous possibilities to earn continuing education credits, while a bonus education event, a Boston Robotics demonstration, three keynote sessions and two memorable evening events rounded out fantastic opportunities for learning and networking at the conference.

NAPE HIGHLIGHTS

◆ INTRODUCTION OF MINERALS AND NONOP HUB

In 2024, NAPE added the Minerals and NonOp Hub to the trade show floor, generating significant interest from both attendees and exhibitors. This addition provided a new focal point for the exhibition, enhancing the overall experience and engagement.

◆ GOVERNORS FORUM

NAPE 2024 hosted the Governors Forum, featuring Governor Kevin Stitt of Oklahoma and Governor Greg Abbott of Texas. Both governors shared their perspectives on the energy industry, providing valuable insights and fostering a deeper understanding of current industry dynamics.

◆ NAPE CHARITIES CELEBRATION RECEPTION

This year, NAPE reimagined the NAPE Charities Luncheon into a NAPE Charities Celebration Reception. The event featured live performances from Randy Rogers and Wade Bowen, creating a vibrant and engaging atmosphere that was well-received by attendees.

◆ ADVANCED PROGRAMMING

NAPE continued to offer advanced programming through established events such as the Job Fair, Energy Business Conference, Renewable Energy Hub, Bitcoin Mining Hub, Hall of Fame, and Energy Case Competition. These events provided valuable opportunities for professional development and industry networking.

◆ TRADE SHOW HIGHLIGHTS

The NAPE trade show remained a cornerstone of the industry, with over 280 prospects listed in the 2024 Prospect Guide. The trade show also featured new technology and services, showcasing the latest innovations and trends in the energy sector.

◆ NAPE CHARITIES GOLF TOURNAMENT

The NAPE Charities Golf Tournament had its best year financially, raising over \$80,000 for the NAPE Charities Fund. The event was a sell-out, highlighting the strong support and generosity of the NAPE community.