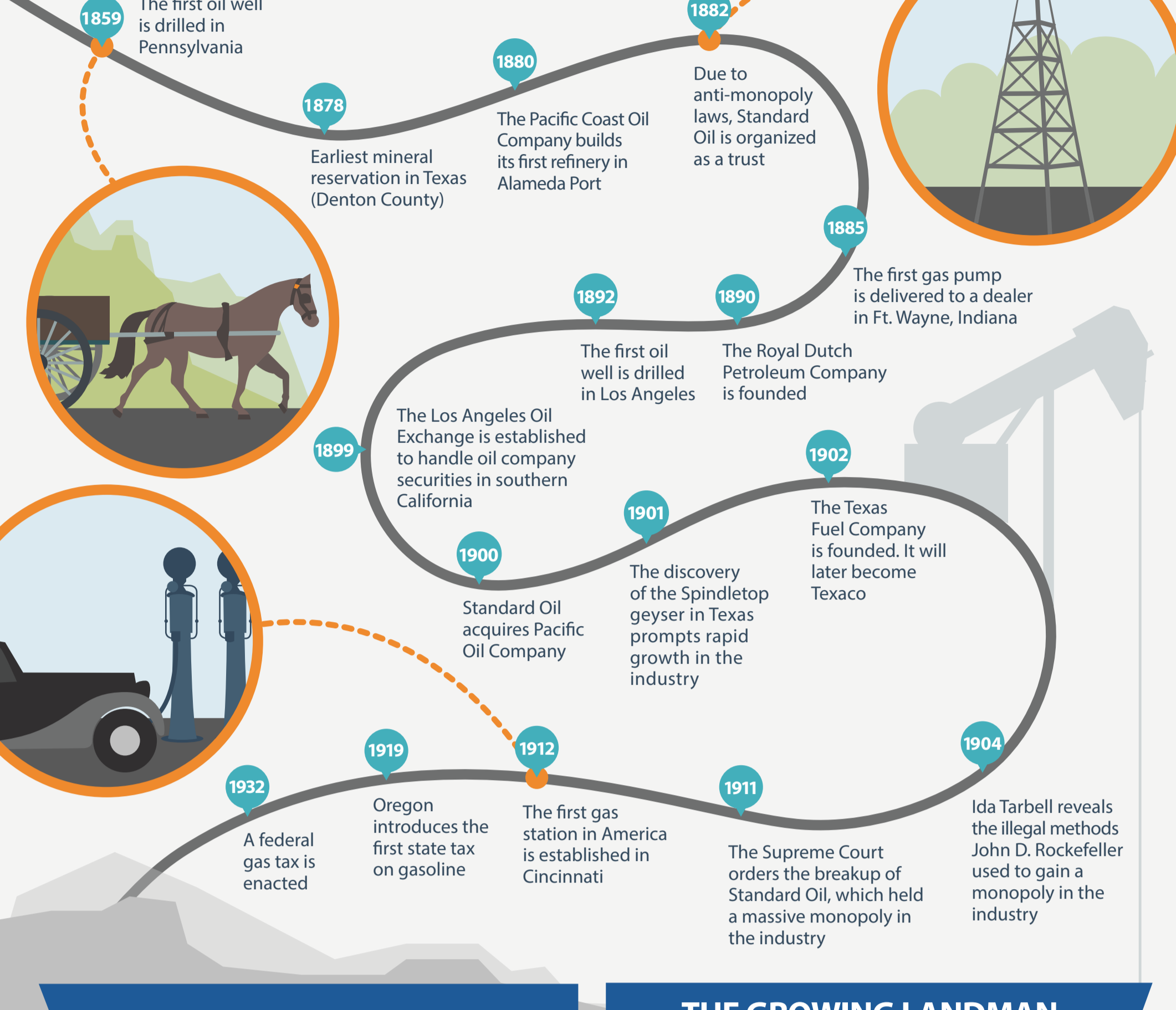


# THE EVOLUTION OF THE LANDMAN



Where there is oil and gas to drill, there are landmen to expertly facilitate the process. The landman is the vital link between the owner of the minerals and the prospective developer.

## OIL HAS A LONG AND PROSPEROUS HISTORY



## IN OIL AND GAS, SAVVY DEALS MADE MILLIONS

1930 | Columbus Marion Joiner obtained a lease near Tyler, Texas and struck an oil pool containing 5 billion barrels.

Oil entrepreneur H.L. Hunt purchased Joiner's leases and sold them to large oil companies at a profit of \$100 million.

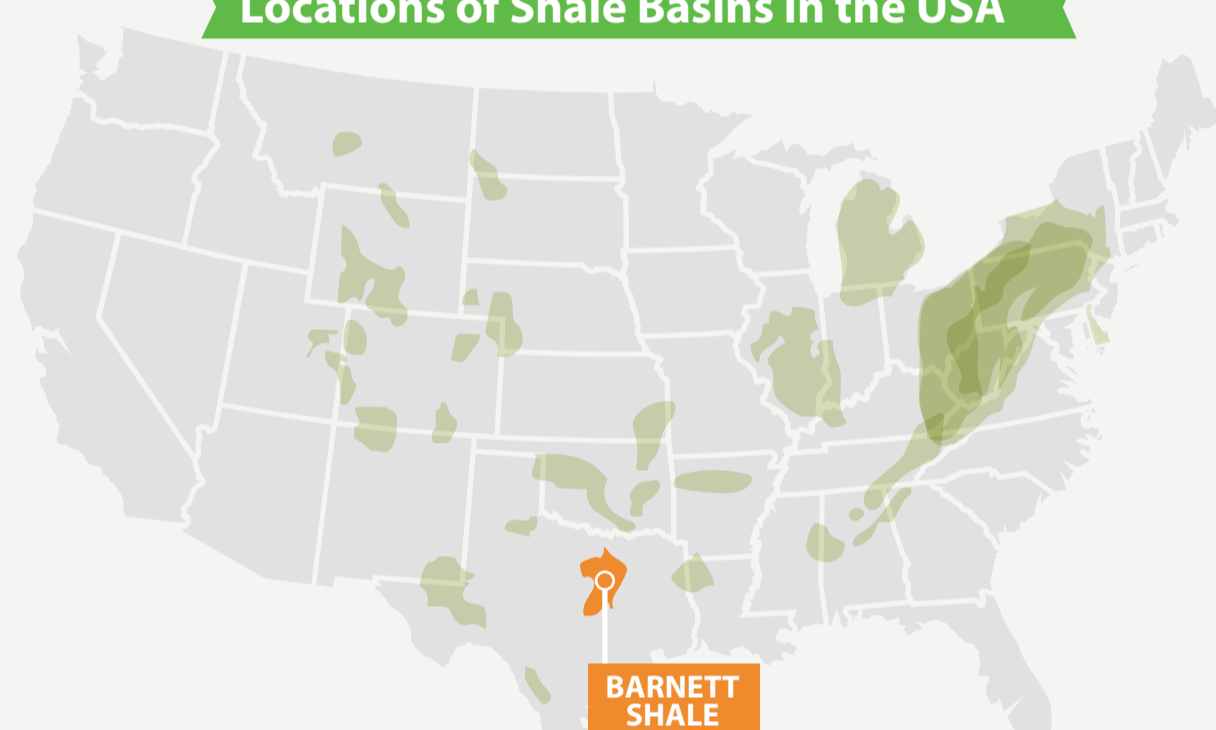
## THE GROWING LANDMAN PROFESSION UNITED IN THE MID-1950S

**PAPL**  
The Panhandle Association of Petroleum Landmen is formed.  
Est. 1950  
The first president is H.H. Monroe of Phillips Petroleum Company.

**AAPL**  
The American Association of Professional Landmen was established to provide a united code of ethics and mission statement that would guide the industry.  
Est. 1955

## THE BARNETT SHALE AND HORIZONTAL DRILLING CHANGED THE FACE OF THE PROFESSION

- 1950s: The Barnett Shale was discovered in the 1950s, but the technology didn't yet exist to access it
- 1981: The first well was drilled
- 1997: Water fracture stimulations were used in the region
- 1999: Refracture stimulations were used
- 2003: Horizontal drilling was pinpointed as one of the most efficient ways to access the area



When horizontal drilling is used, landmen can no longer secure access to a well with a single lease. Horizontal drilling may cross more than 100 properties, necessitating leases with every landowner affected.

As the Internet grows and online courthouses and research services become more prevalent, landmen can travel less and increase productivity.

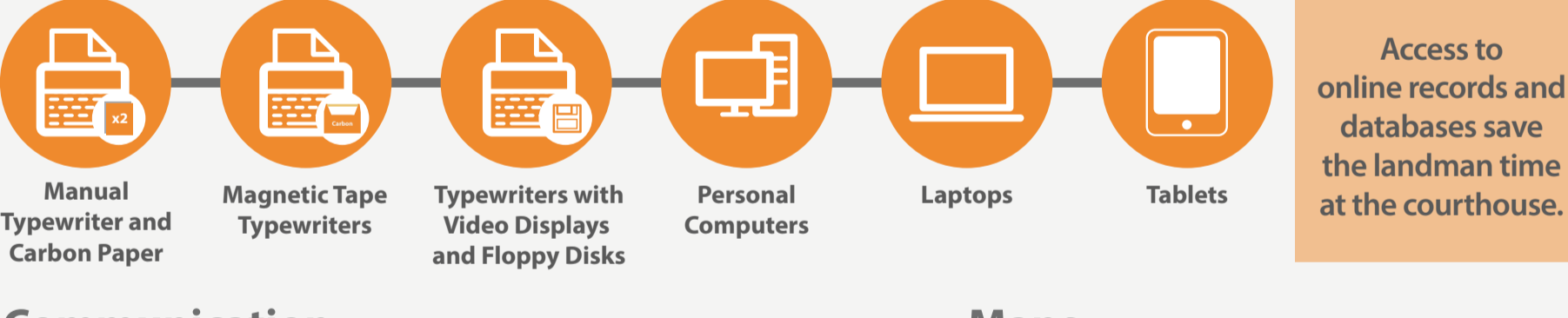
## DRAMATIC CHANGES IN THE TOOLS OF THE TRADE

### The Evolution of Landmen's Tools

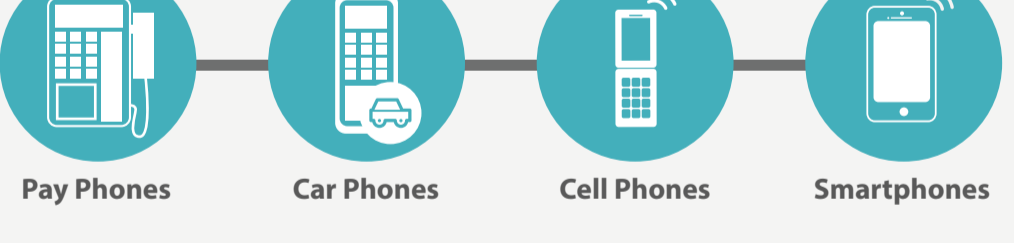
**1960s Landman**

**Today's Landman**

### Data



### Communication



### Maps



## TECHNOLOGY IN HAND, THE LANDMAN PROFESSION CONTINUES TO GROW

As of 2010, these professionals enjoy an average annual wage of

**\$125,455**

In the last five years, membership in the American Association of Professional Landmen has increased

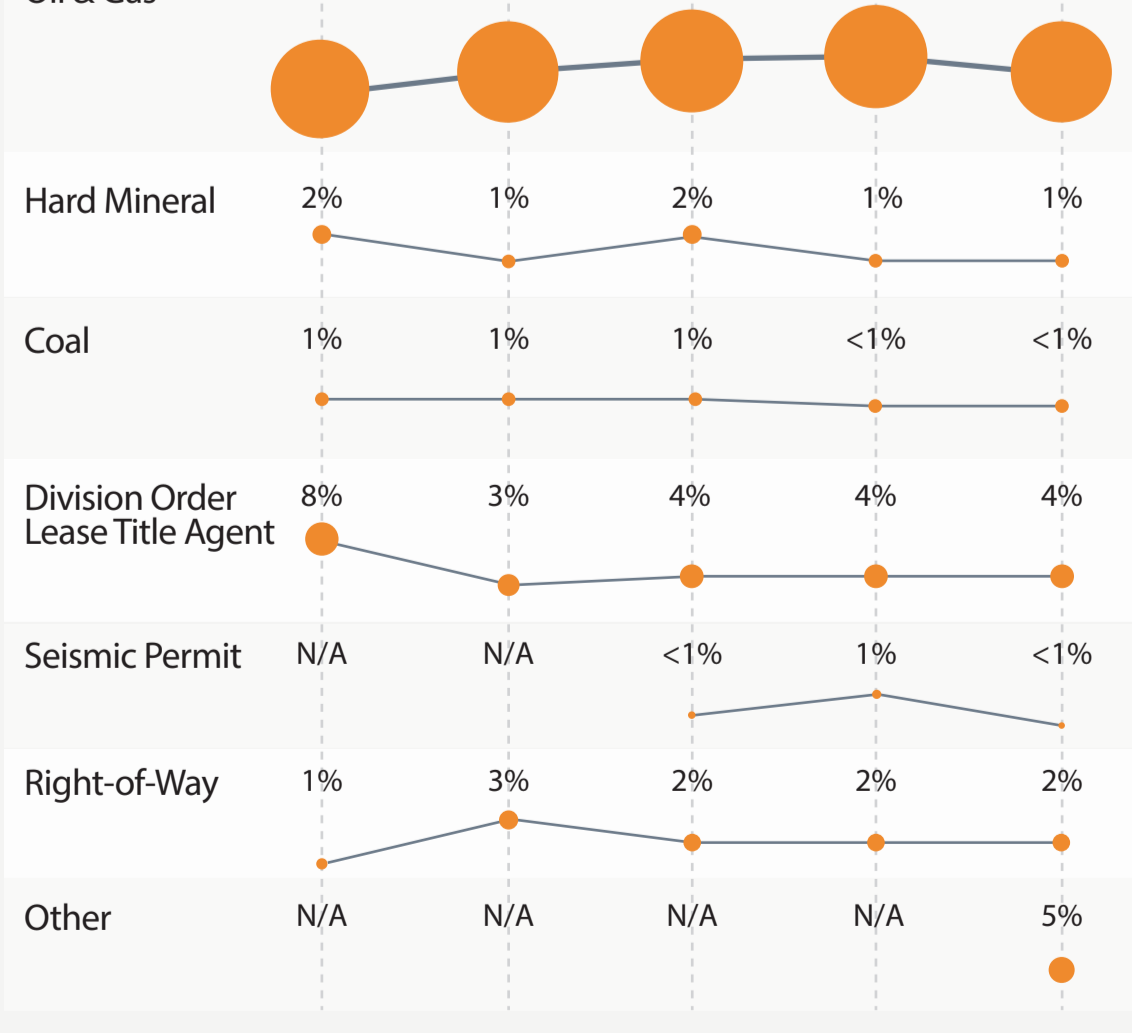
FROM 8,000 TO 20,000

In 2012, the landman profession made CNNMoney's list of the 100 best jobs in America, with a projected 10 year growth of

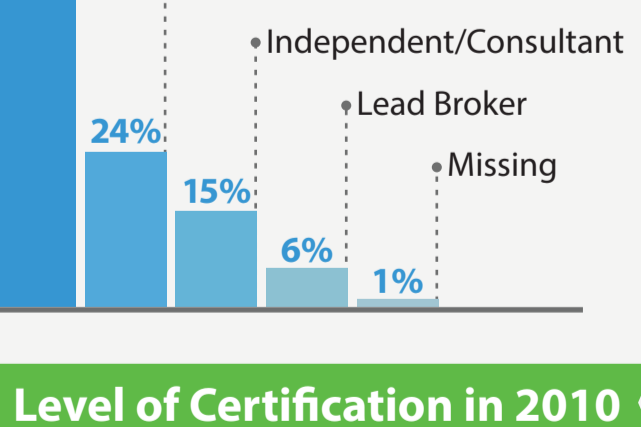
**+18.1%**

## GETTING TO KNOW THE LANDMEN OF TODAY

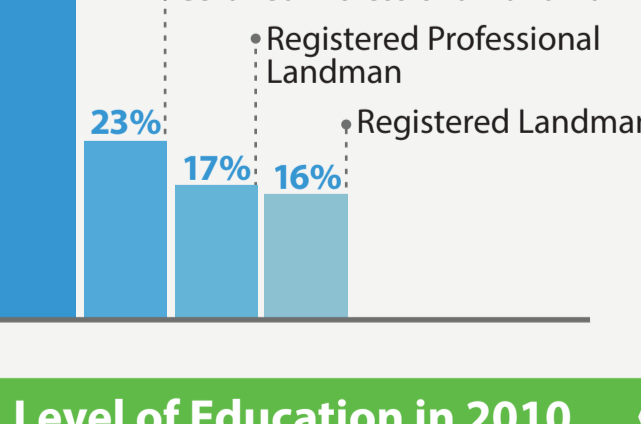
### Land Professionals



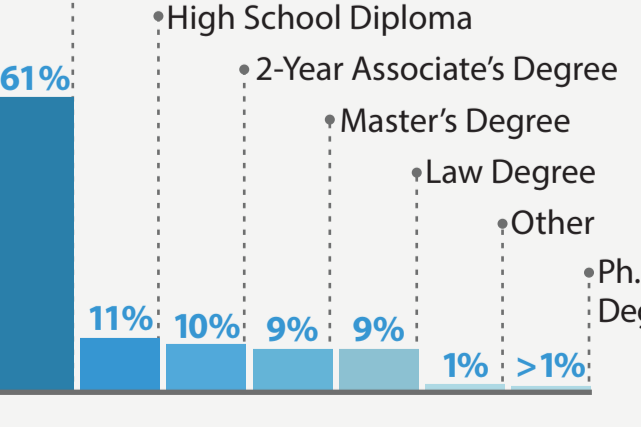
### Title in 2010



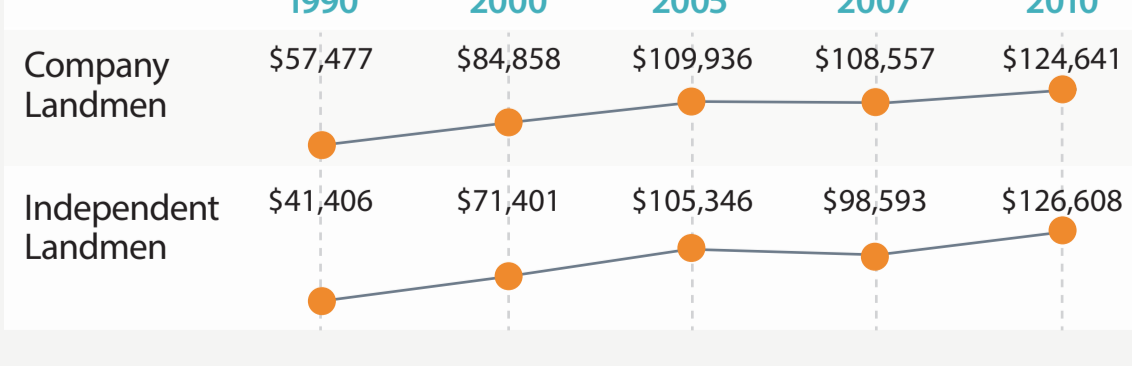
### Level of Certification in 2010



### Level of Education in 2010



### Average Compensation



**SOURCES**  
[http://bealandman.com/?page\\_id=34](http://bealandman.com/?page_id=34)  
<http://www.bizjournals.com/houston/blog/drilling-down/2014/04/how-horizantal-drilling-changed-the-landmans-job.html>  
<http://www.landman.org/about-aapl>  
<http://www.barnettshalenews.com/documents/A%20History%20and%20Overview%20of%20the%20Barnett%20Shale.pdf>  
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<http://panhandlelandmen.com/history>