



# TALL COTTON ENERGY

3710 Rawlins, Ste 1420  
Dallas, Texas 75219

December 7, 2021

American Association of Professional Landmen  
Attn: Nomination Committee  
800 Fournier Street  
Fort Worth, TX 76102

RE: Nomination of Trinidad Hernandez for AAPL First Vice President

Mr. Chairman:

It is my great honor, and without any reservation, that I nominate my friend and mentor Trinidad Hernandez for AAPL First Vice President. Trinidad, or Trini, as most know him, is an impassioned member of AAPL that has served on most committees within the organization, including the Executive Committee. Both his Resume and Service to the Land Profession information, included herewith, provide a detailed account of his selfless service and love for our profession, AAPL, and fellow land professionals. I have witnessed his altruistic pursuit of helping young students attending AAPL Accredited Programs and his relentless effort to hold AAPL Accredited Programs to the highest AAPL standards during his time leading the Accreditation Committee and Landman Scholarship Trust. Incredibly, during the on-campus visit during the accreditation process, which can last multiple days and include 15 plus interviews with students, administration, faculty, and alumni, he ends the process with more energy than he started – he loves every minute giving back his time, wisdom, and friendship. He also loves the travel and meeting new and interesting land professionals.

His effective leadership style was identified early in his career as he immediately became active in AAPL and his local associations. He ultimately led the San Antonio Association of Professional Landmen and was elected Director for AAPL from SAAPL. He is articulate and collaborative and one of his best qualities is how he can effectively communicate with anyone at any time, he has never met a stranger. This quality is also what helps make him a great landman.

AAPL First Vice President is one of the most important positions within the organization, Trini is the right person at the right time to lead the organization. If selected, I have no doubt that the positive impact he will have on AAPL over the next three years will be nothing short of transformative.

Thank you for your time and consideration. If I can be of assistance to the committee, please feel free to reach out at any time.

Regards,

Jason Maloy  
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jmaloy@tallcottonenergy.com

**Trinidad M. Hernandez, CPL**

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Midland, Texas 79701  
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**EDUCATION:** St. Mary's University, San Antonio, Tx.: B.A., 1981  
Texas Real Estate Broker's License: 1987  
San Antonio Southside Chamber of Commerce  
Leadership Class: 1994  
Certified Professional Landman (CPL) Designation: 2009

**EXPERIENCE: OIL & GAS LAND WORK AND REAL ESTATE**

**Sept. 97 - Present** *OIL & GAS LANDMAN*

Researched and analyzed legal documentation for correct chain of title for surface, mineral and leasehold ownership at various county courthouses in Texas. Analyzed ownership (WI, NRI, NPRI, ORRI) of producing oil and gas wells in Texas. Researched and Prepared Runsheets, Performed Due Diligence and Curative for various major Oil & Gas Companies. Prepared and negotiated leases, lease options, assignments, and seismic permits with private, corporate, and governmental mineral owners. Trained and managed crews for several large oil and gas projects in Texas for J. Mark Smith & Associates, Inc.. Achieved the prestigious CPL designation in 2009. Adept at working with computers.

**Apr. 96 - Sept. 97** *SITE ACQUISITION AGENT*

Identified and acquired cellular tower sites for AT&T Wireless Services in the San Antonio area. Worked closely with engineers, system developers, and architects to identify best possible site for cellular communication towers. Researched ownership of properties by analyzing legal documentation at county courthouses and county appraisal offices. Knowledgeable and versed in municipal and governmental permitting procedures and zoning issues. Adept at working with computers.

**Jan. 85 - Present** *T.M.H. REALTY*

Broker and owner of a small independent, full-service real estate company, specializing in the sale and leasing of commercial and investment properties. Trained in market analysis, site selection, investment and financial analysis of real estate. Worked closely with developers, investors, architects, and engineers on development of income producing properties. Knowledgeable in municipal and governmental permitting procedures and zoning issues.

## INTERNATIONAL TRADE

**Sep. 92 - Jun. 93**     *SAN ANTONIO ECONOMIC DEVELOPMENT DEPT.*

Worked closely with the Director of the Casa San Antonio program as a graduate intern and helped promote international trade between San Antonio and Mexico. The Casa San Antonio program is the city of San Antonio's economic development office to Mexico. My duties included coordinating city programs, trade communications, correspondence, and travel between Mexican businessmen and their San Antonio counterparts. Communicated and corresponded with Mexican businessmen in Spanish on a daily basis. Became familiar with municipal and governmental procedures and international trade issues that pertained to economic development for the city of San Antonio.

## SALES

**Apr. 82 - Jun. 91**     *PHARMACEUTICAL SALES REPRESENTATIVE*

Increased sales of Ethical and Over The Counter (OTC) pharmaceutical product line by promoting products to private practice physicians, hospitals, retail pharmacies and wholesale accounts. Became adept at making written, verbal, and visual presentations. This was a professional sales position, which required logical and very technical responses to questions and objections posed by medical professionals. Learned to work well with very little supervision from management. Became adept at reporting frequently and systematically to upper management and at analyzing reports from upper management. Territory included the San Antonio area, Central and South Texas. Achieved 100% of sales quotas every quarter.

PERSONAL:            Age:            64  
                          Health:        Excellent  
                          Hobbies:      Sports, Hunting, Music.  
                          Fluent in Spanish.

PROFESSIONAL:    American Association of Professional Landmen (AAPL)  
                          Member: 1998 to Present  
                          Chairman, Education Committee Annual/Meeting: 2021  
                          AAPL Third Vice President: 2016 – 2017  
                          AAPL Educational Foundation President: 2016 - 2017  
                          AAPL Landman Scholarship Trustee: 2017 - 2020  
                          Accreditation Committee Chairman: 2015 - 2016  
                          Board of Directors: 2014-2016  
                          Education Committee Member: 2013-2016

San Antonio Association of Professional Landmen (SAAPL)  
President:        2012-2013  
Director:        2014-2016

National Association of Realtors  
Texas Association of Realtors  
San Antonio Association of Realtors  
Member: 1985 to Present

## Service to the Land Profession

2021 – Present: Chairman – Education Committee / Annual Meeting  
Member – Accreditation Committee

I serve on two committees. I serve as Chairman of the Education Committee / Annual Meeting and work with the members to come up with topics and speakers for the Annual Meeting in June. The other duty of this committee is to provide recommendations to AAPL staff in scheduling education seminars all over the country to service all of our members.

I also serve on the Accreditation Committee to help vet new applications from universities looking to become accredited by the AAPL.

2020 – 2021: Asst. Chairman – Education Committee / Annual Meeting  
Member – Accreditation Committee

I served on two committees this year. I served as Assistant Chairman of the Education Committee / Annual Meeting and work with the members to come up with topics and speakers for the Annual Meeting in June. The other duty of this committee is to provide recommendations to AAPL staff in scheduling education seminars all over the country to service all of our members.

I also served on the Accreditation Committee to help vet new applications from universities looking to become accredited by the AAPL. We also help our current accredited programs increase their student enrollment and retain their accredited status. We keep in contact with the programs to answer questions from the students and to give them the opportunity to network with professional landmen currently working in the industry.

2017 – 2020: Trustee of the Landman Scholarship Trust

Work with 13 other Trustees to manage a \$7.8 million trust fund for scholarships to 13 AAPL accredited programs nationwide. Attend all committee meetings for the LST. Helped establish new policies for the LST. Visited assigned university programs and interviewed students for scholarships. Made decisions based on these interviews on which students to award the scholarships and the amount of their award. I also serve as the LST liaison to the Accreditation Committee and attend all of their meetings also. Currently working as an advisor to the UT-Permian Basin Business School Dean, Dr. Steven Beach, to develop an AAPL accredited program at UT-Permian Basin in Midland, Texas. Try to act as a mentor to all the students and young landmen. Over the years, I have also been asked to serve on several Special Task Force groups appointed by Presidents of the AAPL. I have served on the Task Force to come up with survey questions to help improve the recruitment of students to our accredited universities. I served on the “Hire our Own Task Force”, dealing with ways to promote our members and students from our accredited universities to our member companies. The Task Force on the Education

Foundation to help solve the problem with the permanently restricted funds in the Brand Account and the Blankenship Account.

2016 – 2017: Third Vice President of the American Association of Professional Landmen (AAPL).

I served with the first female President of the AAPL. I helped her and the other Executive Committee members accomplish her goals of improving the association for all landmen, bringing fiscal responsibility to the association, establishing a balanced budget and increasing the membership. I also served as the Ex Comm liaison to the Education Committee, the Marketing Committee, the Accreditation Committee, and GeoCare Insurance Committee. I attended as many meetings and conference calls for these committees as I could. While as the 3<sup>rd</sup> VP, I also served as President of the Educational Foundation. Tried to act as a role model and mentor for all landmen but also to all the minority landmen in our profession. I wanted to see more minority landmen strive for a position of leadership in our association. I tried to personally greet every member to our meetings. Being involved with the budgets for the Education Foundation and the AAPL, I tried to attend some Finance Committee meetings on my own to learn more about how our money is being used and what plans our financial advisors had for the future.

2016 – 2017: President of the Educational Foundation of the AAPL

Managed a budget of \$17 million and reviewed application for grants from the association members, the general public and other institutions for educational purposes. Tried to promote the Foundation for more grant applications and also tried to promote donations to the foundation. Directed and managed all the monthly meetings and conference calls with all the other members. Tried to be fiscally responsible to the Foundation while at the same time trying to promote the possibilities of getting the Foundation to award more grants to deserving projects.

2015 – 2016: Chairman of the Accreditation Committee of the AAPL

As the first chairman of the newly establish Accreditation Committee, I was tasked with the responsibility of developing and writing the first set of policies for this new committee. I did research on my own time to determine the best policies we could implement. One of the policies I am proud of is establishing site visits to all the programs and especially upon their initial application for accreditation. At the time, most programs had never been visited by anyone from the Accreditation Committee or the AAPL. We established a totally new review process. We strived to make the accreditation process to be on the same level as other professional accreditations (e.g. attorneys, engineers, architects) so that the AAPL accreditation would mean something to our industry. Personally donated \$1000 to help with reimbursements of trustee expenses for site visits to our programs. We initially had a problem establishing a budget for our site visits. Submitted reports to the EC and the Directors at all the Director's meetings. Directed and managed all the monthly meetings and conference calls with all the other committee members.

2013 – 2016: Member of the Education Committee of the AAPL

Provided ideas for speakers and topics for our annual meeting. Personally contacted individuals to speak at our annual meeting. Helped develop new courses for AAPL members. Served as a volunteer to introduce speakers at our annual meeting seminars. Served for three years on this committee. Volunteered for as many events as I could. I also served as a NAPE Ambassador during this time.

2014 – 2016: AAPL Director representing the San Antonio Association of Professional Landmen (SAAPL)

Attended all the Director's Meetings and Annual Meetings during this time. Returned to the SAAPL and reported all of the ideas and new policies voted on by the Board of Directors of the AAPL. I spoke about all the concerns of the SAAPL members to the attending Directors and the Executive Committee.

2012 – 2013: President of the San Antonio Association of Professional Landmen (SAAPL)

Directed the SAAPL in all matters and tried to improve the value of the association to its members. Also tried to bring more educational seminars to our region. Led the association at a time with its highest membership and increased the amount of money brought into the association. Increased its donations to the community and started the conversation in establishing a scholarship program for our members families. Personally greeted all members to our meetings.

2011 – 2012: First Vice President of the SAAPL

2010 – 2011: Treasurer of the SAAPL

2005 – Present: West Texas Land Manager/Senior Associate/Crew Chief for J. Mark Smith & Associates, Inc.

Serve as a business development manager for J. Mark Smith as well as manager and crew chief for the projects that the Midland office brings in. I also serve as the customer service representative to all our clients. I try to train and mentor all our new landmen and I preach to them the value of taking courses to further their landman career and to establish themselves by earning certifications from the AAPL. We promote the benefits of being a member of the AAPL to all our landmen and encourage them to become members as soon as possible. We also

promote the fact that all our landmen are members of the AAPL to all our clients. We sponsor all the activities of the AAPL and the PBLA and serve as volunteers for both organizations.

1998 – Present: Active Member of the AAPL, the SAAPL, and the PBLA

1997 – Present: Independent Field Landman